

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 86

JUNE 25, 1932

Number 26



## Identify ALL Products

### BEEF BRANDING

Just a few seconds needed to mark an entire carcass. Self-inking, thermostatically controlled heat. Ink dries instantly. Many enthusiastic users. Sanitary, swift, sure. All cuts will carry your trademark or name.

*this positive, rapid  
economical way...*

Without certain identity on your products you have no foundation on which to build for greater sales. Hot ink branding as featured by EVERHOT provides unmistakable identity—cheaply and efficiently. The ink is dried by electrical heat, it can't smear or rub off. The marking is clean cut, legible, and good looking. Send for details regarding one or all of these branders.



### FRANK BRANDING



At last! Real identity on sausage. Self-inking, electrically heated die. Ink can't run or smear even though product is immediately handled. Adds to appearance of product. Quick and reliable.

Removable, adjustable dies make this brander operate on three franks of any size at a time. Permanently brands; marking legible on casing even after cooking. Built for stamp pad use. Electrically heated, precision cut dies.



### SAUSAGE BRANDING

**EVERHOT**  
*America's Brand Makers*  
**EVERHOT**  
MANUFACTURING CO. MAYWOOD, ILLINOIS

603 South 10th Avenue

---

# NOW---the Most Perfect Meat Cutter in the World!

---

## *The Sensational New* **“BUFFALO”** **Self-Emptying SILENT CUTTER**

Some of the firms to whom this machine has been shipped:

RICHTER'S FOOD PRODUCTS, Inc.  
(2 machines)  
(new plant) Chicago, Ill.

ESSEM PACKING CO.  
Lawrence, Mass.

PROVIDENCE COMMISSION CO.  
Providence, R. I.

TAYLOR PACKING CO.  
Pleasantville, N. J.

TRUNZ PORK STORES, Inc.  
Brooklyn, N. Y.

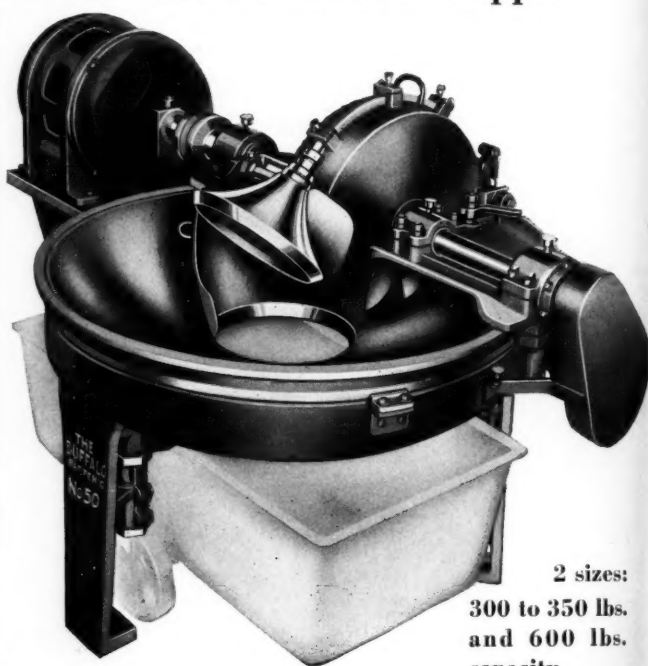
FUHRMAN & FORSTER CO.  
Chicago, Ill.

S. R. GERBER  
Buffalo, N. Y.

MANHATTAN PROVISION CO.  
(new plant) Brooklyn, N. Y.

### NOTE!

An equal number will be  
shipped in the next 30 days.



2 sizes:  
300 to 350 lbs.  
and 600 lbs.  
capacity

**A**UTOMATICALLY empties a batch of sausage  
meat **COMPLETELY** in less than 20 seconds  
—without the use of human hands, or any movable  
parts in the bowl.

*Write for complete details*

---

**JOHN E. SMITH'S SONS COMPANY, Buffalo, N. Y., U.S.A.**

*Manufacturers of “BUFFALO” Silent Cutters, Grinders, Mixers,  
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters*

Chicago Office:  
4201 S. Halsted St.

Hundre  
carry thi  
advertis  
two size  
clud ed  
extra co  
custome

PA

TE

# Appearance and flavor build REPEAT SALES

Come down to the absolute facts of selling packaged food and you realize just two things: People, first, buy a food because they like the package. And second, they go on buying it because they like the product—it *tastes good*.

Therefore, if you, first, preserve and protect the *appearance* of your product, you are half way toward the big profits of popularity. If, second, you preserve and protect the *flavor* of your product, you go the rest of the way to complete success—provided only that your faith in the flavor and the appearance of your product is justified in the first place.

How, then, make *sure of appearance and flavor* when your product reaches the consumer? Only by an insoluble, grease-proof wrapper!

Paterson Genuine Vegetable Parchment is absolutely *insoluble*—even in hot grease or boiling water, *repeatedly drenched!* It is *grease-proof—tasteless—odorless!* Peels away cleanly from greasy or moist foods. And it is nationally advertised to help you sell your product—readily identified by the famous Keymark. Paterson Parchment Paper Company, Passaic, N. J. Sales Branches: Chicago, Ill. and San Francisco, Cal.



Hundreds of leading brands of packaged foods now carry this Keymark on their wrapper. This nationally advertised symbol of wrapper protection comes in two sizes...  $\frac{1}{4}$  inch or 1 inch high. It will be included anywhere on your printed wrappers, at no extra cost. It is a simple, effective way of telling your customers that your product is carefully protected.

## PATERSON *Genuine* VEGETABLE PARCHMENT

Commercial Patapar

**The Insoluble, Grease-proof Wrapper for Quality Products**

THE NATIONAL PROVISIONER, Vol. 86, No. 26. Published every Saturday by The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill. Entered as second-class matter, Oct. 8, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879. Subscription Price: United States, \$3.00; Canada, \$6.50, including duty. All Foreign Countries in Postal Union, \$5.00.

# WEST CARROLLTON

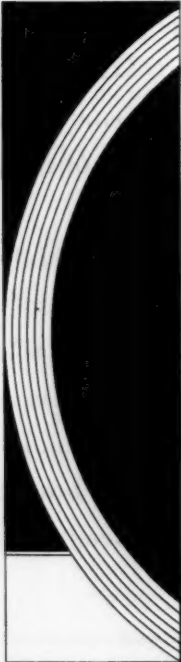
GENUINE VEGETABLE PARCHMENT

## There is no compromise with quality

"Just as good" a wrapper can never provide the perfect sanitary protection to meat products and practical advantages which, for over a third of a century, have made Genuine Vegetable Parchment the preferred wrapping material for first-grade products. To the experienced packer there can never be a question of compromise in the protection of his products on the way to market.

**THE WEST CARROLLTON  
PARCHMENT COMPANY**  
WEST CARROLLTON, OHIO

OUR 36TH YEAR SERVING THE FOOD INDUSTRY



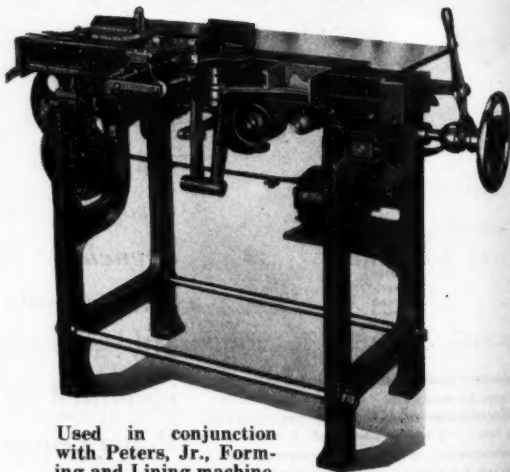
SPECIALIZING  
IN THE MANUFACTURE  
OF PLAIN AND  
LITHOGRAPHED  
METAL CONTAINERS

**COLUMBIA  
CAN CO.**

DISTINCTION  
QUALITY  
PRICE

5221 NATURAL BRIDGE AVE.  
SAINT LOUIS, MO.

## SPEEDY!



Used in conjunction with Peters, Jr., Forming and Lining machine, this Junior Series Folding and Closing Machine folds and closes 35 to 40 cartons per minute. Saves labor of four girls working by hand. Faster, better, cheaper—it offers remarkable savings. Write for details, today!

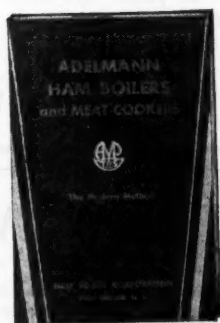
**PETERS MACHINERY CO.**  
4700 Ravenswood Ave., Chicago, Illinois



Type "B-E" Monel Metal Boiler

## ITS EFFICIENCY GUARANTEES

## THE EXTRA PROFITS YOU SEEK



Our new catalogue just off the press gives complete information about the entire ADELMANN Line, including trade-in schedules, prices, helpful hints, etc. Profusely illustrated. May be had without obligation. Write for your FREE copy today!

Make maximum profits from the boiled ham season—use ADELMANN Ham Boilers exclusively! Their ease of operation cuts operating costs; their long life cuts equipment costs; the perfect product produced commands an increased selling price.

The exclusive yielding spring principle permits the ham to expand while cooking, thus decreasing shrinkage. The hermetically self-sealing feature of all ADELMANN Ham Boilers permits the ham to cook in its own juice, greatly increasing flavor and quality. Hams are always perfectly shaped, evenly molded, wonderfully flavored and appetizing in appearance. Boiled hams produced with ADELMANN equipment really SELL!

The ADELMANN Monel Metal Seamless Boiler illustrated is the ideal material for ham boilers. It can't discolor, is easy to clean and keep clean. Has the yielding spring pressure feature, of course. A decidedly superior boiler that produces a decidedly superior product. If you believe it pays to get the best, here it is.

*"ADELMANN—The Kind Your Ham Makers Prefer"*

# HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVENUE

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London  
 Australian and New Zealand Representatives: Gollin & Co., Pty., Ltd.: Offices in Principal Cities

Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ont.

## GRIFFITH'S Liquid Sausage Seasoning

*A Reasonable Idea, a Safe Practice.* "Liquid Spice" is uniform, clean and favorably known. You will like it—your cost is less—use 4 oz. to each 100 lbs. of meat. We advise "Liquid Sausage Seasoning" for all wet mixes. Costs less, worth more.

### The Ideal Flavoury Spice



We suggest you add your "Spice" near the end of the mix.

Ask for formula for "German Weiner" or N. Y. Frankfurter and Smoked Weiner.



We

**Guarantee  
STRENGTH  
QUALITY  
ECONOMY**



*Use the BEST  
Order  
GRIFFITH'S*



## GRIFFITH'S "Dry Soluble Spice"

*is All the Flavor of the whole spice reduced in  
"A Dry Mix." "A Rich Flavoury taste."*

### DIRECTIONS

Use 6 to 8 oz. to each 100 lbs. of well-chilled chopped meat.

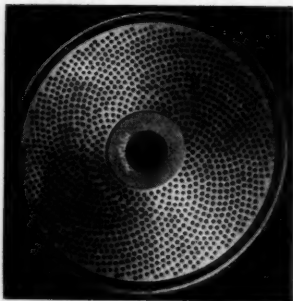


This can contains "Dry Soluble Spice." The dry Spice idea is safe. Both Dry Soluble and Liquid Spice are dependable—both are uniform in flavor. Both are the extractions from rich, ripe, choice whole spices. The rich color is very desirable. The public eye must be satisfied. Keep up with the style. Griffith makes quality seasonings.

**THE GRIFFITH LABORATORIES** 1415-25 W. 37th St., CHICAGO

Canadian Office: 532 Eastern Ave., Toronto, Ont.

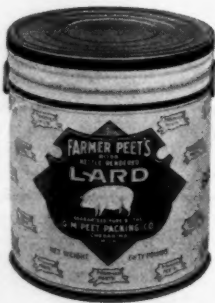
## A SCIENTIFIC MEAT GRINDER PLATE



The C D Plate is one plate that *cuts* the meat, not merely grinds it. Testimonials from the largest and most prominent sausagemakers in the country prove our claim. We do not claim the impossible; for example, everlasting, never need grinding, etc. Even a diamond needs resharpening in order to make a clean cut and so does a grinder plate. The edges of holes will get dull, no matter what make of plate. Therefore, to get satisfactory results, the oftener your plate is resurfaced the better your product. Grinding a plate is an asset, not a liability.

*Send for price list, information and pamphlet  
"How to Take Care of the Grinder"*

**THE SPECIALTY MANUFACTURERS SALES CO.**  
2021 Grace Street Chas. W. Dieckmann Chicago, Illinois



## Heekin Cans

Attractive, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.

**The Heekin Can Co.**

**Cincinnati, Ohio**

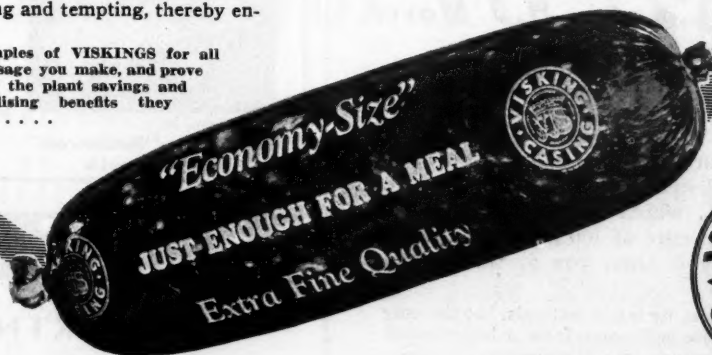
# VISKINGS

WILL DO FOR YOUR SAUSAGE  
WHAT "CELLOPHANE"  
HAS DONE FOR PACKAGED BACON

## FOR INSTANCE, THE VISING ECONOMY SIZE:

1. A UNIT PACKAGE FOR PICK-UP PURCHASES.
2. Each piece about 1 lb.—just enough for a summer outing or an emergency meal.
3. Good sausage in your plant does not necessarily mean good sausage on the plate, unless the wrapper **KEEPS** it **FRESH**, with all the savory flavors sealed in.
4. Your dealers will prefer the Economy-Size because slicing, weighing and trimming are eliminated. *No spoiled ends to throw away.*
5. **VISKINGS** make good sausages **LOOK** more appetizing and tempting, thereby en-
- hancing their sales-punch.
6. When your brand is printed directly across the Visking wrapper, your sausage becomes a modern, visible, **IDENTIFIED** package like your "Cellophane" wrapped bacon and other attractive packages. No tags or labels to get lost or "misplaced"—no chance to substitute.
7. The smartest sausage manufacturers have adopted **VISKINGS** in order to build **GOOD-WILL** for their brands. **VISKINGS** give you a tremendous advantage over *nameless* competition.

Send for samples of **VISKINGS** for all types of sausage you make, and prove to yourself the plant savings and merchandising benefits they bring. . . .



## THE VISING CORPORATION

4311 SOUTH JUSTINE ST.

Canadian Representative:

C. A. Pemberton & Co., Ltd.  
189 Church Street  
Toronto, Canada

UNION STOCK YARDS

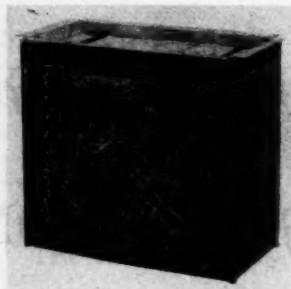
Representatives for Great Britain:

John Crampton & Co., Ltd.  
31 Princess St., Cornbrook  
Manchester, S. W., England

CHICAGO

Representatives for France  
and Belgium:

Fabre et Cie  
35 Rue de la Hale-Coq.  
Aubervilliers, Seine, France



## This Mould Increases Your Profit on Sliced Bacon

— Moulded bacon is square and uniform — yields more No. 1 slices

The Quick-Strip Bacon Mould (Patent applied for) is square and rigid when in use; is instantly stripped from the frozen bacon with a single motion; and requires practically no storage space when not in use. The collapsible construction means low labor cost in handling and cleaning. It produces beautifully squared sides and slices.



# J. W. HUBBARD CO.

718-732 West 50th Street

Chicago, Illinois

WHEN YOU THINK OF EQUIPMENT, THINK OF HUBBARD

The Man Who Knows



The Man You Know

*The Secret of  
Better Business  
Lies in a Perfect  
Cure—*

*H. J. Mayer*

# And...

I'll stand squarely behind that statement—just as I stand squarely behind my product, **NEVERFAIL**, which *must* improve your bacon on a test cure of 100 pounds or I will cheerfully buy it from you at the market price.

You can *force* sales by many methods, but the only permanent increase will come from a better product. This is the natural way, to make sure of it use—

# NEVERFAIL

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chill Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

**H. J. Mayer & Sons Co., 6819-27S. Ashland Ave., Chicago**  
Canadian Plant—Windsor, Ontario



(Pat. Applied For)  
**Fig. 1096—"Hallowell"  
Liver Truck**

### "HALLOWELL" PACKING PLANT EQUIPMENT

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes.

Furnished heavily galvanized or of Monel Metal, as preferred. Write for BULLETIN 435 covering our complete line of "HALLOWELL" Packing Plant Equipment.

**STANDARD  
PRESSED STEEL CO.**  
Jenkintown, Pa.  
Box 550

# MEAT BAGS

BURLAP  
STOCKINETTE  
COTTON

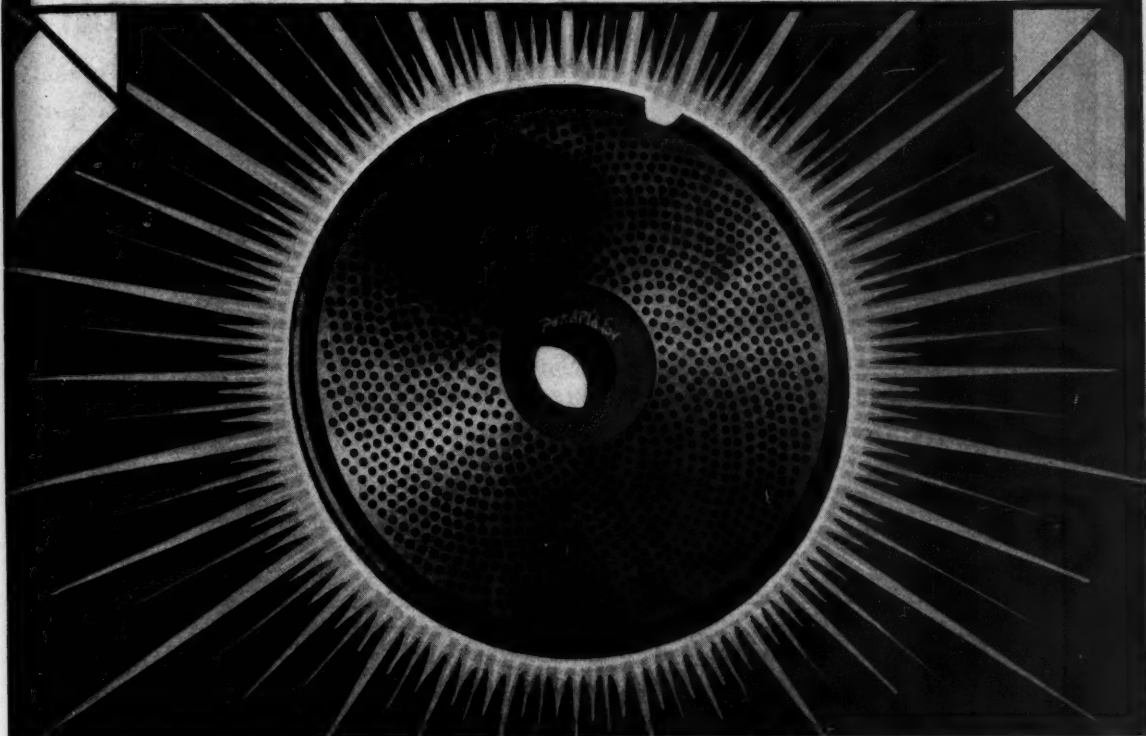
## E.S. HALSTED & CO., Inc.

64 PEARL ST. NEW YORK CITY  
Joseph Wahlman, Dept. Mgr.

(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

# TRIUMPH!



## Guaranteed for 10 Years!!

*Will outwear four other plates  
regardless of what make or style*

For information regarding this Wonder Plate, write your butcher supply house, dealer, or send to the manufacturer.

This new plate is a tremendous achievement and will do much to simplify your grinding problems, as well as lower your grinding costs.

**The Korrekt Kutting Manufacturing Co.**  
Glen Ellyn, Illinois

**Send for details TODAY**  
*for convenience use coupon*

**KORREKT KUTTING MFG. CO.**  
Glen Ellyn, Ill.

Please send full information about the Triumph Grinder Plate.

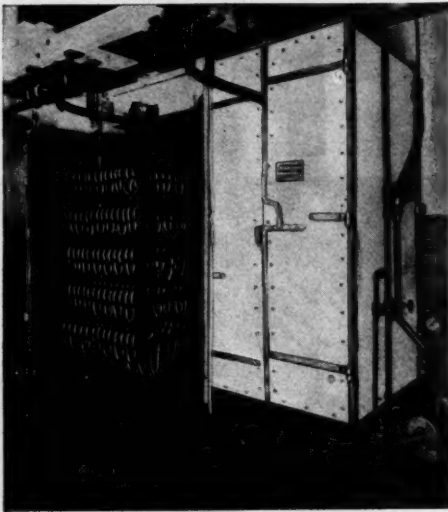
Name of your supply house.....

Name and Number of Grinder.....

Name.....

Address.....

City..... State.....



Fully Protected Under U. S. Letters Patents

It will pay you to get the full details of the Jourdan Process Cooker, the cooker that pays for itself over and over. Write today,

er without taking advantage of the demand-creating, faster-selling article it produces.

## JOURDAN PROCESS COOKER

Jourdan Process Cooker Co., 814-32 W. 20th St., Chicago, Ill.

## Uniformly Cooked Products Look Better, Sell Faster

The Jourdan Process Cooker, using hot water, *not steam*, produces uniformly cooked products of superior appearance that will greatly increase your sales.

When savings in shrinkage, floor space, color, steam and labor are considered, you are actually paying for this modern cook-

### Guarantee

We guarantee that the surface of the Hook-eye PROCESS PLATE will give you 5 years' perfect service under any and all conditions, and that it will chop 500,000 pounds of meat without requiring resharpening. Over 30 years' reputation for fair dealing behind this guarantee.

**A PLATE THAT NEVER FAILS!**  
**GUARANTEED to stay sharp for 5 YEARS**

TRADE  
**HOOKEYE**  
MARK

End plate troubles immediately, eliminate sharpening cost and crushed, mangled or discolored meats. Hook-eye plates deliver perfectly chopped meats *always*—cannot get dull and crush the meat. Used in the largest plants of the world, chopping tons of meat daily without attention, sharpening or replacement.

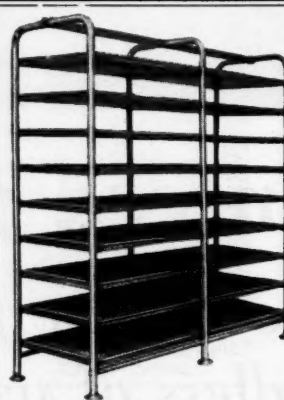
Complete range of sizes to fit all standard machines.

### COUPON

Write for information about our **Trial Offer!**

ATLANTIC SERVICE CO., INC.  
711 Caton Ave., Brooklyn, N. Y.

Name.....  
Address.....  
City.....State.....  
Make of Machine.....  
Size.....Perforations.....



### DOUBLE OFFAL RACK and TRAYS

New Style. Made of 1 1/4" standard galvanized pipe. 2' 6" wide, 6' 6" long, 6' 6" high. Slides 1 1/2 x 1 1/2" galvanized angle iron. Trays slide in from front. Clean, sanitary, sturdy. Write for details and catalog.

**DUBUQUE**  
Steel Products Co.  
Sheet Metal Dept.  
Kretschmer-Tredway Co.  
Dubuque Iowa

FOR FULL LUSCIOUS SEASONING-  
USE

## DRY ESSENCE OF NATURAL SPICES

U.S. Patent No. 1,781,154 ~ Manufactured by the Makers of Peacock Brand Certified Casing Colors

**WM. J. STANGE Co.**  
2549 W. Madison St. Chicago, Ill.

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

# Ready-to-Serve Meats Sell Faster in Bemis Covers



**Y**OU are familiar with the growing demand for ready-to-serve meats. People like their convenience, variety and food value. Why not capitalize this demand?

Create preference for your brand by packing dry sausages, luncheon and sandwich meats in attractive Bemis Bags and Covers. Their sanitary protection appeals to both dealers and consumers. They help retain the flavor of meats and insure repeat sales.

This type of container saves time and labor in all packing operations. Bemis Covers are made of closely woven cotton fabric, woven in our own mills. We will create a special shape—round, square, oval, heart-shape, etc.—for your individual product, if desired. Your trademark may be reproduced directly on the cloth in colors.

If you would like to reduce hot weather losses this year, if you want to speed up sales of cured and prepared meats, investigate Bemis Covers now. We will gladly send samples and prices—write us.

## Use Bemis Meat Bags and Covers for:

Bacon	Ham	Summer Sausage	Luncheon Meat
Bologna	Minced Ham	Sandwich Meat	Cervelat
Liver Sausage		Pork Sausage	and many others

We also manufacture a complete line of bags and covers for Fertilizer, Tankage, Ground Bone, Meat Meal, Soda, Soap Chips and all related packers' products

LR543

# BEMIS MEAT BAGS AND COVERS

## BEMIS BRO. BAG CO.

Specialty Department



420 Poplar St., St. Louis, Mo.  
51st St. & 2nd Ave., Brooklyn, N.Y.



## Listen to the consumer's voice

The millions of people who are asking for branded meat products in thousands of stores today are buying. They are not being sold. More and more each year such people are insisting on their own preferences. The package identifies this preference at the point of sale—the counter. Let us offer some package suggestions that will cause your brand to receive this important preference.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT  
— LARD — CHILI CON CARNE — FROZEN FRUITS

# KLEENKUP

The Package That  
Sells Its Contents

**Mono Service Co.**  
NEWARK NEW JERSEY



# SELLING PUNCH

## THAT PUTS ACROSS MORE EGG SALES

The eggs are brought forward like diamonds in tiffany settings.

The low cut cell brings each egg out—clearly to view. They look larger—catch the eye, make sales and add to your profits.

These cartons are real salesmen—it will pay you to use them.

*Send for Samples*

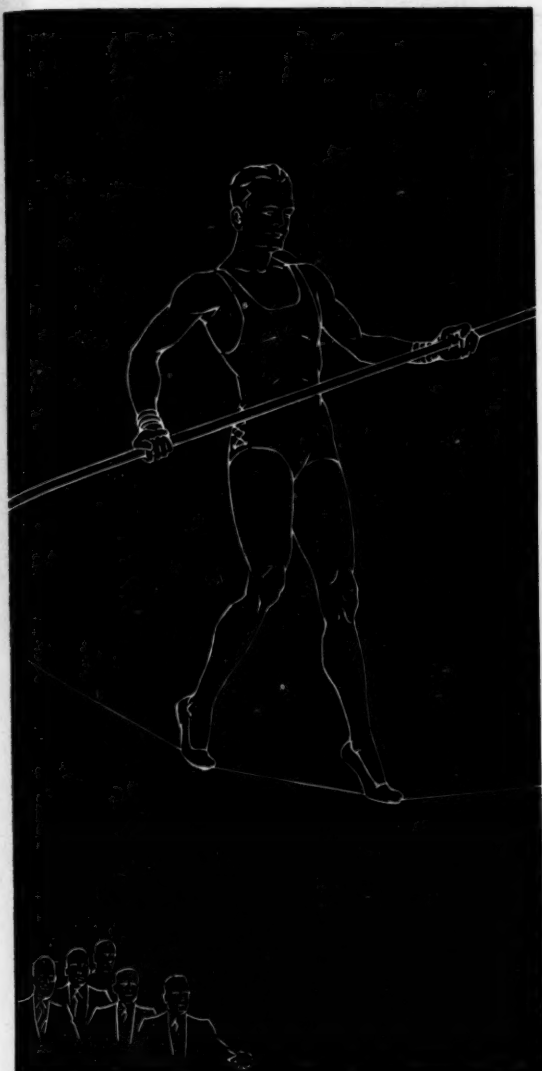
Read this partial list of users.  
They know the value of display.

Swift & Company    Armour and Company  
Morris & Co.    Wilson & Co.  
Cudahy Packing Co.    Bowman Dairy Co.  
The National Tea Co.    Piggly-Wiggly Stores  
Beatrice Creamery Co.  
The Fairmont Creamery Co.  
Kroger Grocery & Baking Co.  
Washington Cooperative Egg & Poultry Association

# SELF-LOCKING EGG CARTONS

Self-Locking Carton Co. 509 E. Illinois St., Chicago  
PHONE SUPERIOR 3827

## "THE BOX THAT SELLS THE EGGS"



# SUCCESS.

is a High "Tight-Rope"

... You need the  
Balance Pole of

# QUALITY

*"To climb the 'rope' to success is not so difficult — it's the **HOLDING ON** that counts.*

*Once having reached a good market for your products you must steady it with the balance-pole of Quality. It is the one sure way to sustain demand —and price."*

UNCLE JAKE.



**LEADING PACKERS**, with far-seeing judgment and steadfast ideals, realize that now, more than ever, Quality must be maintained — the quality that permits no compromise — the best values it is possible to deliver.

This Company is, today, manufacturing the same quality papers on which its reputation was built — it will not stint or skimp or surrender the standard.

You can **STILL** depend on KVP Protection Papers for protection against any form of deterioration, for any product, wherever shipped. When a special wrapping problem arises in your plant call our Laboratory experts, they are at your service.

KALAMAZOO VEGETABLE PARCHMENT COMPANY

KALAMAZOO - - MICHIGAN

# KVP

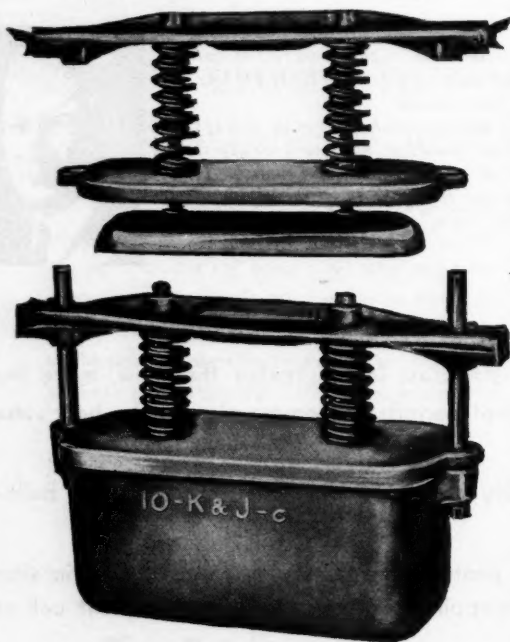
**GENUINE VEGETABLE  
PARCHMENT** MEAT  
WRAPPERS

## REVOLUTIONARY NEW CONSTRUCTION *designed to give you*

### GREATER PROFITS MORE EFFICIENCY

This new K & J Type C Process Cooker retains every advantage of the famous juices-sealed-in principle, yet embodies new features of construction that make for efficiency and economy. Four individual coil springs, two outer that clamp the cover airtight, two inner that force the inside cover down and compress the ham.

*Extreme* ease of operation—only one simple operation required. Hams are cooked in their own juice, greatly improving flavor and tenderness. Shrinkage is minimized. Hams cooked the K & J way really **SELL**. Full details available. Write!



### K & J TYPE C PROCESS COOKER

*This construction is fully protected by  
Patent No. 1,851,582*

**R. E. JORDAN & CO., Inc.**  
900 North Caroline St., Baltimore, Md.

## QUALITY CONTROL *insures* PERFECT FIT

To get maximum efficiency and proper results from stockinettes, perfect uniform fit is required. Our exclusive Quality-Control method of production *insures* perfect fit. By carefully supervising every step of manufacture, from making the yarn to knitting the finished bag, we definitely know that the stockinette will fit perfectly, function efficiently and increase profits. Complete details may be had without obligation.

**WRITE FOR SAMPLES  
and PRICES**

*fred l bahn*  
State 1637  
222 West Adams St., Chicago, Ill.  
Selling Agent

**THE ADLER COMPANY**  
CINCINNATI  
*The World's Largest Knitters of Stockinette Fabrics*



### NEW SYSTEM

Produces the finest meat loaves and roasts at lower cost and greater efficiency.  
Two sizes:

36 loaves or roasts  
60 loaves or roasts

*Names of users and complete details on request.*

**PRICES**  
\$300 Small  
325 Large  
F.O.B. Factory

**M. BRAND & SONS, Inc.**  
410 E. 49th St., N. Y. City

**ROTARY  
OVEN**

# CALVEG

### VEGETABLE FLAKES and POWDERS

Dependable supply; uniform quality and strength; true fresh flavor, color and texture.

CALIFORNIA VEGETABLE PRODUCTS COMPANY . . . Burbank, California

**WRITE FOR PRICES**

*The Big Onion and Garlic Men from the West*

ONION POWDER  
ONION FLAKES  
GARLIC POWDER  
PIMIENTO FLAKES  
GREEN BELL-  
PEPPER FLAKES

**VEGETABLE  
MEAT-LOAF  
MIXTURE**

# H.P.S. NEWS

C. CARR SHERMAN, Editor

VOL. 3

JUNE 25, 1932

No. 6



## BLACKHAWK

A MIGHTY WARRIOR AND AN UNCOMPROMISING BRAND

There was a sturdy warrior for you—old Black Hawk, who waged a lifetime warfare against the white men whom he honestly believed to be his cruel oppressors.

Black Hawk was a noted Pottawattomie chief. Upon his father's death, he became head of the Sac nation. Born as he was to the bow and arrow, his 71 years were spent chiefly in battle. He was a successful leader against the Osages and Cherokees, he fought valiantly with Tecumseh, and launched the Black Hawk War.

Black Hawk was a true warrior, true to himself and his people. He fought for the right as he saw it. He was a great and sturdy fighter.

When The Rath Packing Company of Waterloo, Iowa, sought a distinc-

tive name to identify their choicest hams and bacons, the name of Black Hawk seemed particularly appropriate. The old chief had long ago made Iowa territory his camping ground; indeed, the county in which this famous packing plant is located is named for the fearless old chief. He was a local as well as a national character. The warrior would have no half-way measures. The Black Hawk brand never permits a compromise with indifferent quality. Wherever the Black Hawk label appears, it stamps that meat product the finest its owners can produce.

Although the old warrior has long since been gathered to his fathers, his illustrious name goes proudly on, an uncompromising symbol and a hallmark of definite quality.

### Fresh Meat, Denied Oxygen, Suffocates

Fresh meats, particularly pork cuts, need a steady supply of oxygen. If the oxygen isn't forthcoming, the meat sweats, loses its fresh appearance and actual freshness. The quality shipped by the packer is not received by the consumer.

The meat *must* have ventilation. Waxed papers do not permit it, but H. P. S. Oiled Papers insure it.

H. P. S. White Oiled Loin Paper and H. P. S. Packers Oiled Manila allow the circulation of air that is imperative in the case of fresh meats. Yet they prevent evaporation and shrinkage.

We are prepared to quote interesting prices on these outstanding sheets and invite you to write for sample sheets to test in your own laboratories.

## H. P. Smith Paper Company

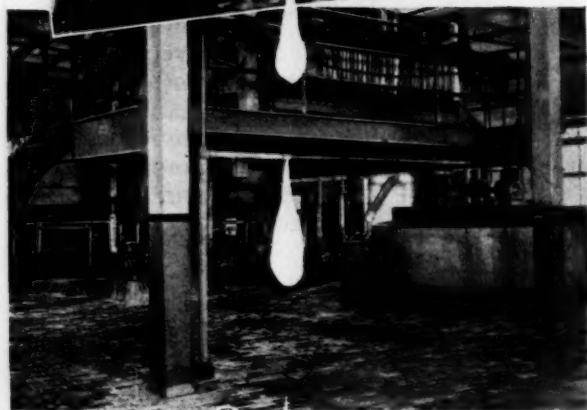
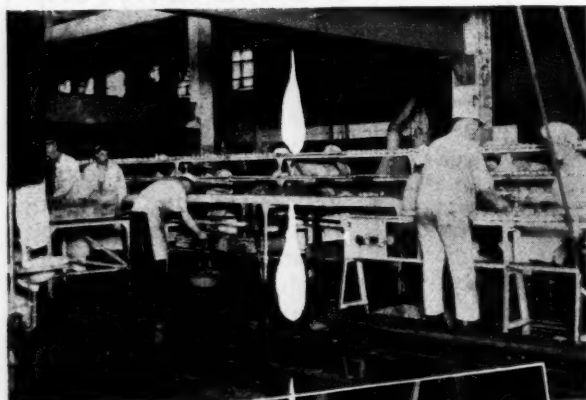
H. P. S. Waxed and Oiled Packers Papers

1130 West 37th Street

Chicago, Ill.



# For Cleaning Greasy Surfaces



A product specifically designed to make a hard job easy—ROYAL WASHING POWDER, was created by a meat packing organization which should and does know what is required in the cleaning of greasy surfaces in the packing plant. Wherever grease is found, ROYAL WASHING POWDER should be used, for it reduces time and labor costs—and does a better job of cleaning.

## *Preponderance of Alkali with JUST ENOUGH Soap*

ROYAL WASHING POWDER is an excellent and most economical cleaning agent. High in alkali content with just a sufficient amount of soap to enable easy and quick rinsing. We are confident that you will be agreeably surprised at the results obtained.



# ROYAL

## WASHING POWDER

ARMOUR AND COMPANY Industrial Soap Div.  
1355 W. 31st St. Chicago, Ill.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York

## Meters Measure Costs in the Packinghouse

*They Aid in Regulating Plant Departments  
And Provide Check on Operating Efficiency*

Flow meters are installed in meat packing plants for two general purposes:

1.—To measure the production of steam, water, refrigeration, compressed air, etc.

2.—To determine and allocate costs in the various departments, and to secure information on which to base operating cost reductions.

When the quantities of steam, water, power and refrigeration used in the departments are known the packer is able:

1.—To distribute total cost between departments.

2.—To provide a check on the efficiency of consumption of the various users.

3.—To balance the load between users so as to reduce fluctuating demands as much as possible.

4.—To equalize total consumption against supply for the purpose of detecting leakage or improper uses.

5.—To control departmental processes.

This is the fifth of a series of articles on the mechanical equipment of the meat plant and its proper operation and maintenance, prepared especially for THE NATIONAL PROVISIONER by a master mechanic of long experience in the industry.

The first, on maintenance costs on meat plant boilers, appeared April 11, 1931; the second, boiler room methods, on June 6, 1931; the third, savings by use of welding for new piping construction and maintenance work, on November 7, 1931; and the fourth, overhauling the refrigerating system, on March 26, 1932.

### Meat Plant Meters

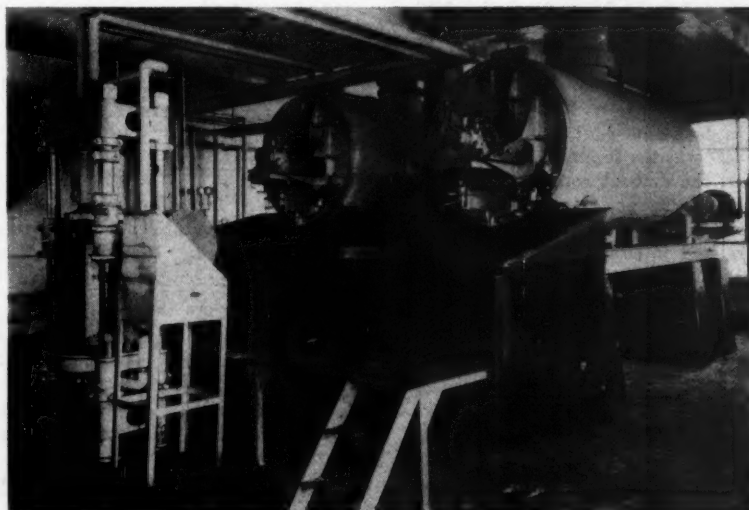
By H. M. Toombs.

Constantly increasing demand for accurate cost data is probably the most common reason for an elaborate installation of meters in the meat packing plant.

With a meter on the incoming service line a department can be charged with exactly the amount of motive power energy used. In the past, arbitrary costs have been placed against the departments, based on hours of pro-

duction, number of livestock killed or pounds of product produced. Until a few years ago there was no accurate method of measuring this service.

Under the old "guessing" system there was lacking all inducement for economy and care in the use of the products of the boiler room and the power house. A charge, once assessed against a department, seldom varied, regardless of the care exercised by the supervisor. He turned out a good product, perhaps, and the service charge was considered incidental. It was less



STEAM AND HOT WATER COST MORE THAN LABOR.

In some departments of the meat plants—including hog killing and rendering—the cost of the products of the power department, including power, steam and hot water, often is more than the labor charge.

Some packers estimate departmental service costs. The result often has been inaccurate cost keeping. Instruments are now available whereby each department can be charged with the exact amounts of steam, water and refrigeration used.

This is a view of the Laabs cookers in the lard rendering department of the Val Decker Packing Co., Piqua, O. Operations are controlled by the meter records.

work and worry not to bother about it.

However, in some departments—hog killing and rendering, for example—the service charge amounts to more than the labor required. When the service cost exceeds that of labor on the payroll, then the reasons for metering the steam and water used in the particular departments are apparent.

#### A Test of Good Management.

And the importance of the cost of these items is increased as automatic machinery tends to replace hand operations. Thus there arises a constantly increasing need for meter installations.

With exact charges for power, steam, hot water, etc., a premium is placed on good management. The resultant savings often are large.

This same idea may be extended to a bonus system whereby all workers may share in the savings made—providing, of course, they are maintained. It is hoped that this method can be given a trial. *The results would be little short of startling.*

A comparison of arbitrary costs with metered service often shows surprising miscalculations. Some departments are overcharged, others are under-rated, the under-charges being in the majority.

#### Operating by Guess Work.

Running the department without the instruments needed to accurately measure service consumption is similar to motoring in an automobile without a speedometer. You can guess at the mileage obtained per gallon of gas, but after all, it is only a guess.

The amount of steam used in producing power, refrigeration, in killing operations and rendering or handling of by-products is not necessarily in proportion to the character of work performed.

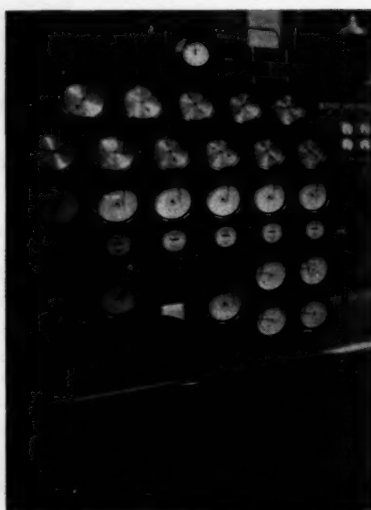
In days gone by "Steam—and plenty of it!" was the foreman's slogan. However, the amount consistent with good operation is variable, depending upon the design of the equipment, and the care and intelligence exercised by the individual operators.

In times of plenty one may place little emphasis on these operating characteristics, but they are of great importance in hard times, when lowered production costs are paramount.

#### Study Meter Records.

All of the pen records made by recording meters should be studied carefully before the losses can be successfully ferreted out. However, basically, without a check on the consumption, there is no real knowledge of the efficiency of the operation.

Large amounts of hot water are used in the operations on the killing floor. Water easily can be heated to 212 degs.



#### HELP KEEP POWER COSTS LOW.

The engineer in this plant never has to operate by guess. A complete instrument board at his desk gives him all needed information for efficient engine and boiler room operation. These instruments are installed in an Indiana meat plant.

Top—Telechron electric clock.

First row, left to right—Boiler pressure indicating gauge, high pressure ammonia indicating gauge, house suction ammonia indicating gauge, tank suction ammonia indicating gauge, cold water tank altitude indicating gauge.

Second row, left to right—Indicating steam pressure gauge, indicating steam pressure gauge, hot water pump discharge indicating pressure gauge, brine pump discharge indicating pressure gauge, compressed air indicating pressure gauge, vacuum indicating gauge.

Third row, left to right—No. 1 boiler steam flow recorder and integrator, No. 2 boiler steam flow recorder and integrator, power plant steam flow recorder and integrator, 40 lb. steam flow recorder and integrator, exhaust to 5 lb. lines flow recorder and integrator, make-up to 5 lb. lines flow recorder and integrator.

Fourth row, left to right—Boiler feed water flow recorder and integrator, house hot water flow recorder and integrator, recording pyrometer, CO<sub>2</sub> recorder, (upper) process steam pressure recorder, (lower) process steam pressure recorder, (upper) boiler steam pressure recorder, (lower) brine discharge temperature recorder. (Photo courtesy Republic Flow Meters Co.)

Fahr. with 1 lb. of steam pressure, providing the apparatus for doing it is properly designed. Pressure is not necessary.

#### It Uncovers the Leaks!

A study of the consumption may disclose that it is entirely possible to substitute exhaust for live steam.

The recording charts of the meter will show whether the steam is being shut off after washing up. Leaky valves and those that are not shut tightly can be detected.

Water often is heated to a temperature higher than is required. This involves a waste of coal.

Water at 160 degs. Fahr. is sufficiently hot to handle any operation except sterilizing.

Uninsulated hot water and steam

lines permit heat to escape constantly at all times.

Neglecting to shut off the bypass of traps allows steam to escape.

The recording chart discloses all these things. The chart accompanying this article is particularly interesting in this respect, as it shows that steam was leaking all night into the hot water heater on the killing floor, when it should have been shut off.

In the power house, faulty engine or turbine operation is detected by flow meters. The pulsating demands of reciprocating engines are difficult to measure accurately, but in late years this seemingly insurmountable obstacle has been overcome.

When meters are first installed on boilers an unexpected condition is discovered. There is always a hunting action between boilers operating in parallel. As the output of one increases, another will diminish. By the use of meters this action can be materially reduced, with consequent betterment in efficiency.

#### Checking the Departments.

In checking demands of various departments it is possible to stagger peak operations so that all departments do not require a maximum amount of steam at one time. Demand can be maintained through the noon hour period without excessive dampening in the boiler room.

Maintaining a uniform steam output from the boiler room is one of the simplest methods of increasing economy. Forcing boilers leads to the evils of high stack temperatures, ash pit losses and blistered tubes.

Transmission losses are those that result from radiation of either heat or cold from covered or uncovered lines. While they may be small in a well-designed, compact system, yet being constant over a 24-hour period and taken in their entirety throughout they amount to staggering proportions. Curve drawing meters will disclose their relative importance.

It is difficult to curtail a loss until the amount is first known. It can then easily be estimated as to what amount is to be expended in order to lessen or eliminate the waste entirely.

#### Measuring Use of Pickle.

To maintain control of certain processes displacement meters are used.

In the sweet pickle department meters indicate the amount of pickle pumped into a ham or belly. The meter is placed in series with the pickle pump, the number of ounces used being clearly indicated by a pointer revolving over a large dial.

This gives a very accurate record of exactly the amount of pickle injected.

## Keeping Steam Costs Low

Steam flow meters can be valuable aids in keeping boiler room efficiency high.

Production of steam in the average meat plant may be maintained steadily at 72 per cent. Departments take this steam and use it at say 50 per cent efficiency. Thus the overall efficiency from production to final consumption is only 36 per cent.

Stating this in terms of dollars:

When coal costs \$4.00 per ton delivered, \$1.12 of the original cost is lost in the boiler room converting the heat units in the coal into steam.

Of the value remaining, \$1.44 is actually used, and an equal amount is lost in departmental activities without any work being done or any return being secured.

Total pounds of steam generated in a boiler room may be conveniently and accurately measured by any one of the many flow meters now on the market. By means of such a device the output of the boiler room can be maintained consistently at a high average.

The steam flow meter is the cash register of the fuel supply. With it on the job the unit cost of steam production easily is brought under itemized control like any other operating expense.

One revolution on the dial represents sixteen ounces. The dial is subdivided into sixteen parts, so that fractions of an ounce are easily measured.

Another use for displacement meters is checking the amount of liquid in tank car or tank wagon deliveries. It often is impossible to empty the contents of tank cars into scale tanks. A fluid meter placed in the discharge line from the tank car will give an accurate record of the quantity unloaded. Among the many items successfully measured while being unloaded from tank cars are vegetable oils, greases, milk, gasoline, etc.

### Meters Should Be Checked.

The accuracy expected of meters in good operating condition is within 2 per cent. However, this depends also on the correct installation of the equipment.

It is well to frequently consult the manufacturers of these instruments, as there is no easier way to become involved in difficulties than to obtain a continuous set of faulty readings.

One of the great needs of the meat packing plant is a universal meter adaptable to all services. It should be constructed so that the orifice plates can be removed or replaced under pressure. This meter would sell for about \$50.

*Its use would increase tremendously and the overhead burden would be lessened.*

Continuous maintenance of the meters is equally important if reliable information is wanted. As an aid in decreasing the upkeep cost the use of self-winding electric clocks is urged.

If an extensive installation is required, it is particularly advantageous that the recording dials cover seven days' operation, rather than the ordinary twenty-four hour run. The integrator is read daily by the department head, with a check reading made once a week when the chart is changed. Conclusions are more easily made if the entire weekly demand curve is scanned in one glance.

The meat plant requires an instrument that is ruggedly constructed, of extreme simplicity, practically self-maintaining, and free of all frills. Enameled moisture-proof cases are an advantage.

### Water and Brine Meters.

Whatever has been said of steam meters is applicable to water meters. The ordinary orifice type is interchangeable for measuring either steam, water, brine or air. On brine systems

of refrigeration they can be used with an equal degree of success.

A very interesting installation was the use of meters in measuring the flow of calcium brine at 20 degs. below zero Fahr.

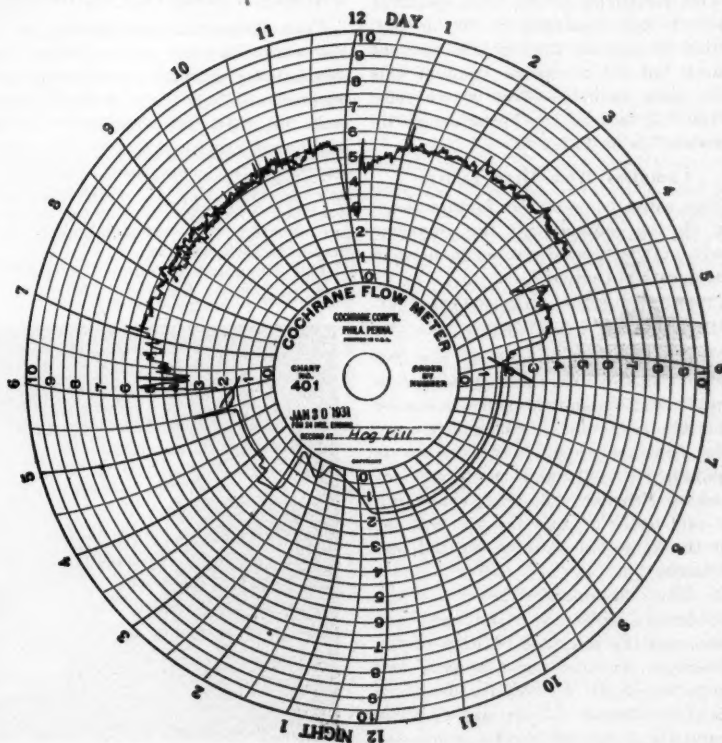
Refrigeration cost is an important item in meat plant operation. It is equally important to conserve its use.

A complete installation of meters requires careful planning if satisfactory results are to be obtained. Diligent study of the charts, coupled with intelligent interpretation, will always result in material savings.

### VEGETABLE OILS IN RUSSIA.

Due to the shortage of butter and animal fats, the production of vegetable oils and margarine in Russia has assumed special significance. The area sown to oil seeds last year registered a 40 per cent increase over the previous year, resulting in a correspondingly greater supply of vegetable oils.

The output of vegetable oils this year is scheduled to show a further gain of 55 per cent. Eight new margarine factories will commence operations during the year, it is stated, and production is expected to be almost two and one-half times the production of last year. The program for spring sowing this year calls for 12,206,740 acres devoted to sunflower.



METER SHOWED UP A CARELESS WORKMAN.

This chart is the 24-hour record of steam consumption in the hog killing department of a Chicago plant. It is interesting because it shows a consumption of steam for 12 hours out of the 24 when the department should have been using no steam.

Investigation disclosed that steam had been permitted to leak into the hot water heater all night, someone having neglected to close the steam valve tightly. The loss was 111,600 lbs. of steam, costing \$33.

This is only one illustration of the value of departmental steam flow meters.

## Large Packers Granted Year to Dispose of Allied Lines

One year from June 15, 1932, is granted Armour and Company and Swift & Company, their subsidiaries, and others, in which to dispose of stocks of foods now on hand or contracted for, the handling of which is prohibited in the recent decision of the Supreme Court of the United States denying these companies' petitions for modification of the consent decree of 1920.

This period for disposal was granted by the Supreme Court of the District of Columbia, June 15, 1932, in a decree signed by Justice Jennings Bailey.

The decree provides also that no new contracts can be entered into, and the companies must report quarterly to the Attorney General of the United States the progress being made in disposing of stocks of commodities, interests in corporations, firms and associations.

The Westfield, N. Y., fruit plant of Armour and Company is to be permitted to operate through the present season but all stocks on hand at this point must be disposed of in one year.

The full text of the "final decree on mandate" is as follows:

### Complies With High Court.

This cause came on for further hearing on the mandate of the Supreme Court of the United States, and upon consideration thereof,

IT IS HEREBY ORDERED, ADJUDGED AND DECREED:

1. That the judgment of the Supreme Court of the United States of May 2, 1932, be and the same is hereby made the judgment of this Court.

2. That the order entered herein on January 31, 1931, and the order entered on February 26, 1931, correcting the said order of January 31, 1931, be and the same are hereby vacated and set aside.

3. That the amended petition of the defendants Swift & Company and others and the amended petition of the defendants Armour and Company and others filed April 2, 1930, for modification of the Decree of February 27, 1920, be and the same are hereby dismissed.

### One Year to Close Out Lines.

4. That the defendants shall have to and including June 15, 1933, to comply with the provisions of paragraph Third of said Decree and to dispose of stocks of any of the commodities enu-

erated in paragraph Fourth of the said Decree of 1920, which the said defendants or any of them or the National Fruit and Canning Company and the California Cooperative Canneries may now have on hand or which the defendants are committed to purchase on account of contracts entered into prior to May 2, 1932, and to the extent required by said Decree, to dispose of interests by way of stock ownership or otherwise now had in any plants or manufacturing establishments engaged in producing or dealing in any of the commodities enumerated in paragraph Fourth of the said Decree of 1920; provided, however, that, except as hereinafter provided, nothing contained herein shall be construed to permit any of the defendants herein hereafter to enter into any new or further contracts or commitments of purchase which may result in the doing of things prohibited by the said Decree of 1920; and provided further that the

(Continued on page 45.)

### PACKER PROMOTES GOOD WILL.

Close contact is maintained by the Reynolds Packing Co., Union City, Tenn., not only with the livestock producers furnishing the plant's raw materials but with the consumers utilizing its manufactured products. A recent feature of this cooperation was visitor's day observed May 31, when over 1,000 livestock producers and meat consumers visited the establishment, and inspected its operation.

The Reynolds Packing Co. plant is

one of the largest of its kind in western Tennessee. It draws on both Tennessee and Kentucky for its livestock and finds an outlet for its products in several states.

Believing in quality livestock for quality meats, President W. G. Reynolds has maintained a close contact with livestock producers and over a period of years has been active in the promotion of better livestock. Only recently he placed a dozen thoroughbred beef bulls with the farmers in territory adjacent to the plant.

### HEADS KROGER MEAT SALES.

Stephen A. Douglas has been appointed director of meat merchandising of the Kroger Grocery & Baking Co., according to an announcement made recently by president Albert H. Morrill. Mr. Douglas came into the meat industry following his discharge from the army with which he spent two years in service overseas during the World War.

Following a short experience in the retail meat business he went to work for one of the larger packers, quickly working up to assistant sales manager, a position he held six years. During the last three years of this time Mr. Douglas also handled chain store sales in his division.

In this work he was able to study chain store meat operations very closely. From this position he went to Kroger sometime ago, bringing to the company not only a practical knowledge of the meat business from the standpoint of the packer, but the chain store operator's view as well.

### NEW ST. PAUL SAUSAGE PLANT.

Twin City Kosher Sausage Co., a newly-incorporated concern, has opened for business at 221 Concord st., St. Paul, Minn. Officers of the new incorporation are William B. Smith, president; Jacob Mogelson, vice president; Abraham Mogelson, treasurer.



CHICKENS OFFERED FOR SALE IN NEW TYPE WRAPPER.

Packers handling poultry will be interested in a new method of wrapping fryers for retail sale being used by Mensing's, Tarpon Springs, Fla. One sheet of cellophane is used, the label being placed under the wrapper. The cellophane is held in place by twisting at the end. Mensing has been very successful in building up large volume on this product, it is reported, since this method of wrapping has been adopted. "Our customers continue to grow in numbers and enthusiasm," says C. F. Mensing. "It is actually a fact that they go out of their way to tell others about 'Ezee Fryers' in the attractive transparent wrap."

## Packer Operates a Dealer Group On Quality and Service Basis

With the trend in food retailing going definitely toward the complete food market, food retailers are manifesting more attention to meat departments than ever before.

With this new attention comes more interest in the possibility of packer-retailer tie-ups through a cooperative buying and merchandising plan.

More than 70,000 retail food stores are today members of some kind of cooperative buying and selling groups.

Corporate chains are rapidly installing fresh meat departments. Larger independents are seeking more efficient ways to operate such departments, and thousands of smaller retailers are making rapid progress toward some kind of meat tie-up with their grocery and produce cooperative plan.

One of the most successful packer-retailer plans now in operation is the Esskay Meat Dealer plan, put in operation in 1930 by the Wm. Schludberg-T. J. Kurdle Company, Baltimore, Md., meat packers.

### Saw the New Food Trends.

Some years ago the Schludberg-Kurdle Company decided to take stock of their position in the industry. With their distribution satisfactory at that time, favorable prospects of the future they felt could be more definitely assured through activity on their own part to fit their operations into the new era of food distribution which they saw developing around them.

The result was the formulation of the Certified Esskay Meat Dealer plan. They realized the need to cooperate more than ever before with their customers to enable those customers to continue to meet competition successfully.

At the same time there was the thought of service to the general public. Could the company devise for the consumer a dependable guide to good products and honest service?

It was felt that right products in which the public had confidence, with reasonable prices—both elements to be combined in periodic publicity to consumers—would present a real buying appeal. Esskay had built up, through its parent companies, and since the consolidation of the two in 1920, a history of fair dealing that has lasted over more than three-quarters of a century. In addition, Esskay products

had come to be regarded as synonymous for quality.

### Elements in Cooperative Plan.

Here were four highly desirable elements to be offered in a cooperative plan:

Confidence—Mutual confidence between company and trade.

Prestige—General public and trade appreciation of the company's position in the territory in which it operates, and of its high standards of manufacture and business dealings.

Quality—General recognition of maintained and uniform quality, according to the grade of merchandise purchased.

Consumer acceptance—Ready general acceptance of Esskay products.

Not much cooperative effort had been made in the meat business between dealer and packer. Though unification in the grocery line of retail food merchants was developing quite rapidly, a very important percentage of the merchant's volume, represented by his meat business, was not being fostered similarly in the independent retail food trade.

The company's answer to these considerations was the formulation of the Certified Esskay Meat Dealer plan, and its presentation first of all to the food retailers of Baltimore early in 1930.



**THE MOST ESSENTIAL**  
Healthgiving food that  
you can eat is Quality  
Inspected Meat.

**QUALITY MEAT SPECIALS**  
FOR FRIDAY AND SATURDAY

<b>SK Sliced Bacon</b> Prime Dry Cured 1/2 or 1 lb. Cartons	<b>lb. 28c</b>
<small>A delicious cured meat with the deliciously delightful tastiness that has made the Esskay Brand so popular.</small>	
<b>SK Fresh Killed</b> Stewing Chickens	<b>lb. 31c</b>
<b>SK Fresh Killed</b> Butt	<b>lb. 24c</b>

**SK**  
**SMOKED HAMS**  
10 to 12 lbs. With a fat fat fat  
"The Ham of Hams"  
pound **17 1/2c**

<b>SK FRESH HAMS</b> Baltimore Dressed 10 to 12 lbs.	<b>lb. 15 1/2c</b>
<b>SK Fresh Shoulders</b>	<b>lb. 11c</b>
<small>4 to 6 lbs. Baltimore Dressed The U. S. Inspection No. 44 stamped on all Esskay Fresh Pork, is your assurance that it is PORK.</small>	
<b>SK Steer Chuck Roast</b>	<b>lb. 13 1/2c</b>
<b>SK Steer Plate Boiling Beef</b>	<b>lb. 8 1/2c</b>
<b>SK Boneless Rolled Corned Beef</b>	<b>lb. 17c</b>
<b>SK FRANKS Pure All Meat</b> The Sweet Frankfurters you can obtain	<b>lb. 23c</b>
<b>SK Pure Lard</b>	<b>lb. 8 1/2c</b>
<small>Open Kettle Rendered 1 or 3 lb. Cartons The perfect lard that makes cooking a pleasure</small>	
<b>Wisconsin Longhorn Cheese</b>	<b>lb. 21c</b>

### TYPICAL ESSKAY ADVERTISEMENT.

Certified Esskay dealers have an arrangement with the packer whereby buying and merchandising is worked out on a cooperative plan.

**FRIDAY and SATURDAY**

**ESSKAY**  
QUALITY

**SMOKED**

**HAMS**

The Ham of Hams  
10 to 12 Lbs. Whole or Half

**17 1/2c lb.**

### ESSKAY STORE SIGNS.

Dealers are supplied with window strips, store signs and cards for special days.

The acceptance of the plan and its development locally and at other points of the company's distribution has followed.

### It Identifies the Dealer.

"The plan associates the retail merchant with the company in a way to bring to the individual business the prestige and favorable reputation which the company hopes and believes it has earned in the past," says one of its executives in discussing their plan. "It identifies the dealer and makes him one of an aggressive group of retail meat merchandisers, who will carry their own prestige from one member to another, capitalize on the Esskay company's reputation in meats, and inform the consumer where the advertised Esskay products may be obtained.

"The influence of identification, it was believed, would not be confined to advertised items, or even just to the meat line handled, but would extend to every sales operation of the store. This would be accomplished through the principle of association in the consumer's mind of recognized quality in the meat line with quality in all food products handled.

"Under the Esskay plan the independent merchant remains independent and continues to operate his business according to his best judgment, and maintains his pride of proprietorship. At the same time, as an Esskay Certified Meat Dealer, he has back of him the prestige of the Esskay house and the collective experience and accumulated knowledge of an organization functioning for his, its own and the public's benefit.

"There is a distinct obligation to handle only acceptable meat products in an

(Continued on page 44.)

### Legal Pointers

Legal information on matters affecting your daily business.

#### THE BANK'S DEPOSITORS.

The relationship between a bank and its depositors is the ordinary relation of debtor and creditor.

When the bank fails, however, the question becomes one of practical importance, especially to depositors or customers who dealt with the bank immediately before its failure.

The depositor who deposited his funds when the bank was insolvent, to the knowledge of its officers, may be depended upon to argue that he was not a mere creditor of the bank, but that the bank held the money in trust, and that he is entitled to rank as a preferred creditor.

On this point the New York courts have ruled in favor of the depositor, on the ground that the deposit was obtained by fraud on the part of the bank, and there are federal rulings to the same effect.

One of the latest of these cases is a Missouri ruling reported in 278 Southwestern Reporter, 786. The evidence showed that a retailer at Lamar, Mo., bought from a bank two drafts could be presented at the Kansas City and paid cash for them. Before the drafts could be presented at the Kansas City bank the Lamar bank was insolvent, and it was shown that the officers of the Lamar bank knew that the bank was insolvent at time it sold drafts.

"You stand in the position of an ordinary creditor, and can only rank for your proportion on what the assets will 'pay out.'" the receiver contended.

"No—the insolvent took the money as a trustee for me. I'm entitled to a preference over a general creditor," the retailer contended, and the Missouri Courts, in the case referred to, ruled in his favor.

"The retailer was not a depositor at the Lamar Bank, and so far as appears, sustained no relation with it, except that he purchased these drafts for which he in effect paid the cash. Where a bank sells a draft on another bank and receives the cash therefore, knowing or having reason to believe that it is insolvent, and that it has not sufficient funds to the drawee bank to pay the draft, it is guilty of fraud, and the purchaser of such draft may, as a general rule, rescind the purchase and recover the money paid therefore, or will have priority over general creditors," was the reasoning of the court.

The courts of other states, however, have laid down different ruling, and the case referred to is an authority in Missouri alone.

#### TRUSTEE FOR YARDS STOCK.

Harry S. New, former Postmaster General, was appointed to act as trustee for all the stock owned by Swift & Company and its subsidiaries in various stockyards companies. The appoint-

ment was made by Justice Bailey of the Supreme Court of the District of Columbia, upon application of the Attorney General of the United States.

The order directed the defendants to transfer their stock to the trustee for the purpose of carrying out the provisions of the earlier decree which directed the company and its subsidiaries to divest themselves of ownership or control of all stock owned by them in stockyard companies.

The trustee is directed by the order to endeavor to find purchasers for the stock on terms to be approved by the court. The First Union Trust Company of Chicago was designated by the same order to act as depositary and custodian for the stock pending its sale.

#### PROPOSED CHAIN TAX IN PA.

A Pennsylvania tax on chain stores, which it is said will yield the commonwealth approximately \$10,000,000, is planned by Senator William D. Pethick of Wayne, Pa. He expects to introduce the measure at a special session of the legislature or if none is called at the regular 1933 session. As the United States Supreme Court has upheld the constitutionality of the Indiana tax, he believes that a similar measure could be enforced in Pennsylvania.

#### PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers listed stocks, June 23, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on June 17, 1932:

	Sales.	High.	Low.	Close.
	Week ended, June 23.	June 23.	June 23.	June 16.
Amal. Leather....	.....	.....	.....	1 1/2
Do. Pfd. ....	.....	.....	.....	6 1/2
Amer. H. & L. ....	100	1 1/4	1 1/4	1 1/4
Do. Pfd. ....	300	6 1/2	6 1/2	8 1/2
Amer. Stores ....	200	25	25	25 1/2
Armour A. ....	1,500	3 1/2	3 1/2	3 1/2
Do. B. ....	500	5	5	4 1/2
Do. Ill. Pfd. ....	500	5	5	4 1/2
Do. Del. Pfd. ....	800	27	27	26 1/2
Barnett Leath. ....	.....	.....	.....	4 1/2
Beechnut Pack. ....	.....	.....	.....	31
Bohack, H. C. ....	.....	.....	.....	45
Do. Pfd. ....	.....	.....	.....	64
Brennan Pack. ....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	5
Chick C. Oil ....	.....	.....	.....	2
Childs Co. ....	.....	.....	.....	2
Cudahy Pack. ....	500	22 1/2	22 1/2	22
First Nat. Strs. ....	4,100	41 1/2	41 1/2	42 1/2
Gen. Foods ....	14,000	20 1/2	20 1/2	20 1/2
Gobel Co. ....	6,700	4 1/2	4 1/2	4 1/2
Gr. A. & P. 1st Pfd. ....	320	11 1/2	11 1/2	11 1/2
Do. New ....	60	117 1/2	117 1/2	119
Hormel G. A. ....	.....	.....	.....	11
Hygrade Food. ....	200	2	2	2
Kroger G. & B. ....	2,300	11 1/2	11	12
Libby, McNeill. ....	850	1 1/2	1 1/2	1 1/2
McMarr Stores. ....	.....	.....	.....	8 1/2
Mayer, Oscar ....	.....	.....	.....	5 1/2
Mickelberry Co. ....	.....	.....	.....	4 1/2
M. & H. Pfd. ....	.....	.....	.....	6 1/2
Morrell & Co. ....	.....	.....	.....	20
Nat. Fd. Pfd. A. ....	.....	.....	.....	1 1/2
Do. B. ....	.....	.....	.....	1 1/2
Nat. Leather. ....	1,500	3 1/2	3 1/2	3 1/2
Nat. Tea ....	200	5	5	5
Proc. & Gamb. ....	9,500	27 1/2	27 1/2	28 1/2
Do. Fr. Pfd. ....	60	91	90	91
Rath Pack. ....	.....	.....	.....	13 1/2
Safeway Stores. ....	2,800	37	36 1/2	36 1/2
Do. 6% Pfd. ....	.....	.....	.....	64
Do. 7% Pfd. ....	140	73	72 1/2	73
Stahl Meyer ....	.....	.....	.....	6
Swift & Co. ....	9,800	10	9 1/2	10
Do. Int. ....	14,000	18 1/2	17 1/2	18 1/2
Trunk Pork ....	.....	.....	.....	8
U. S. Cold Stor. ....	.....	.....	.....	33 1/2
U. S. Leather. ....	100	1 1/2	1 1/2	1 1/2
Do. A. ....	.....	.....	.....	3 1/2
Do. Fr. Pfd. ....	.....	.....	.....	58
Wesson Oil ....	.....	.....	.....	9 1/2
Do. Pfd. ....	200	45	45	45 1/2
Do. 7% Pfd. ....	.....	.....	.....	50 1/2
Wilson & Co. ....	.....	.....	.....	6
Do. A. ....	100	1 1/2	1 1/2	1 1/2
Do. Pfd. ....	.....	.....	.....	13 1/2

### Chains & Voluntary Chains

News and Views in This New Field of Meat Distribution.

#### CHAIN MAKES RECORD PROFIT.

Record net earnings were reported by First National Stores, Inc., for the year ended April 2, 1932, when the profits amounted to \$4,825,611 after all charges and taxes. The increase in net profits is more conspicuous, it is pointed out, in the face of a continued decline in commodity prices, lower dollar sales volume and generally unsatisfactory business conditions. The previous high record was for the fiscal year 1930 when net earnings amounted to \$4,773,445.

Working capital increased \$510,618 to \$9,518,229, with a ratio of quick assets of 3.23 to 1. Total assets increased \$1,713,807 to \$27,997,763; surplus account increased \$2,204,118 to \$9,411,328. The report indicated that the company has no outstanding debt to banks and was not a borrower during the year.

#### CHAIN STORE SALES BETTER.

While a decline of 8.9 per cent is shown in sales of American Stores Co. for the four weeks ended May 28, this decline is considerably less than that for the five months period ended with May or 14.9 per cent. May sales totaled \$9,463,180 compared with \$10,389,683 in the 1931 period.

H. C. Bohack Co. also showed a smaller decrease in sales for the four weeks ended May 28 when sales at \$2,526,325 were 2.5 per cent less than the 1931 period, while those for the five months ended with May were 3.4 per cent less than a year earlier.

Sales of the Great Atlantic & Pacific Tea Co. for the four weeks ended May 28 totaled \$72,432,886, a decrease of 10.6 per cent from the same period a year ago. Decreases in dollar sales compared with a year ago show a steady decline during the past three months. In March the decrease was 15.1 per cent; in April 14.9 per cent and in May 10.6 per cent. The tonnage volume showed a decrease of 5.9 per cent for March; 7.4 per cent in April and only 1.3 per cent in May.

#### CHAIN STORE NOTES.

Sales of the Great Atlantic & Pacific Tea Co. for the 4-week period ended May 28 totaled \$72,432,886 compared with \$81,053,595 in the 1931 period, a decline of 10.63 per cent. This is reported to be the smallest decline compared with a year ago for any period during 1932. Volume amounted to 437,687 tons, a decline of 1.3 per cent from last year. For the 21 weeks of 1932, sales totaled \$372,541,217 as against \$432,078,323 in the 1931 period, a decrease of 13.78 per cent.

#### FRENCH IMPORT REGULATIONS.

Further regulations on the importation and sale of margarine have been made recently by France. Among other things it is provided that the product shall not contain more than 10 per cent of butter and that butter trade marks can not be used as trade marks for margarine.

# EDITORIAL

## Helping to Protect the Hog Crop

Attention has been called to the possible ravages of hog cholera and the influence this would have on market supplies of hogs during the balance of this crop year and the coming year.

Only recently the Corn Belt dailies issued a warning to hog producers that the fence was down and the enemy was likely to enter. This situation exists as a result of farmers not having vaccinated their hogs as a preventive measure.

One packing company, Jacob E. Decker & Sons, has issued some 5,000 circular letters to the farmers in the territory feeding its plant, warning them against the probable outbreak of hog cholera, which might develop to serious proportions because of the lack of vaccination of spring crop pigs.

The letter pointed to the estimated spring pig crop being from 5 to 10 per cent shorter than the crop of 1931; and if such is the case hogs marketed next fall ought to sell considerably higher. Under these circumstances it would be unfortunate for a farmer to lose his hogs because they are not vaccinated.

Fortunately with better feeding methods and better sanitation hogs appear to be much less susceptible to swine plague than those of the earlier years. In the past cholera sometimes carried off hogs in given localities by the thousands but in recent years this has not occurred. It is recognized, however, that there is danger.

Too many farmers feel that their hogs will just about pay for their feed even if they do not pay for overhead and other charges, and if disease invades their droves and losses occur they will feel that "hogs are not worth much any way," so they are taking a chance.

The thinking hog producer and the meat packer both know that hogs will not remain at present low price levels any more than unemployment will continue at its present high level. Pork is the working man's meat and as soon as he has the money to buy, pork prices will go up and hog prices with them. It is the wise producer who is ready to take advantage of any rise in the market. This is the man who raises hogs all the time, does it as economically as possible, sees that he loses only a minimum of pigs from the time they are farrowed and that sanitary and feed conditions are such that hogs are ready for market in the shortest possible time.

It is the in-and-outer who has trouble hitting

the market, because he goes out of business when hogs are low and in again when they are high. Consequently he hits the low spots more frequently than the high ones.

If hog producers could be made to feel that they are weathering exactly the same storm the meat packers are enduring, and that if they continue production they have just as much hope for brighter days as the packer has, they might feel more inclined to undertake precautionary measures. Anything the meat packer can do to help the farmer get this point of view will help both the farmer and the packing industry.

## Livestock and Meat Price Influences

Supplies of slaughter cattle were relatively small in May, total federal-inspected kill being 13 per cent less than in May a year ago. This was the smallest for May since 1921, and the second smallest since 1916. For the five months ended with May slaughter was 3 per cent smaller than in the 1931 period. The chief decline was registered in the number of cows marketed, producers being disinclined to sell cows and calves at present prices, in the opinion of U. S. Department of Agriculture observers. While the number of steers showed no material decline, this situation is hardly expected to continue, because of the small number of cattle being returned to the country for further feed.

Cattle receipts have been in rather sharp contrast with those of hogs and lambs. Hog slaughter continues to increase over that of a year ago, while lamb slaughter is beginning to show a slight decline. Because of shortage cattle prices have been relatively higher and the generally prevailing relationship between top hogs and top cattle has been missing. While cattle have shown some signs of price maintenance, hogs have sunk to lower and lower levels.

With the decline in the number of fed cattle in prospect, it is not unlikely that prices for the better grades will show strength even under present curtailed buying conditions. This should have some influence on pork prices and in turn on live hog markets. Neither producer nor packer is making money on 3c and 3½c hogs and both would welcome strengthening influences.

Answer to the price situation is to be found in some figures cited by the Department of Agriculture indicating that cattle prices are still higher than they were in 1911, while hog and lamb prices are the lowest of the century. Compared with the first five months of 1911 federal-inspected slaughter of cattle was 11 per cent greater; hogs, 50 per cent larger; sheep and lambs, 42 per cent larger.

# Practical Points for the Trade

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## Hide Trim and Grading

Approved methods of hide take-off were outlined on this page in THE NATIONAL PROVISIONER of June 18, 1932.

Detail of take-off was given which, if followed carefully, will give a hide of standard pattern, free of cuts and scores. Also the production of so-called "corduroy" hides, so objectionable to tanners, will be avoided.

Trimming and grading of hides and calfskins are discussed here.

### Hide Weighing and Grading.

Hides should be spread out on the floor, flesh side up, and inspected for cuts and scores and for pattern.

This inspection should be conducted by competent men, including the killing foreman, as soon as possible after the hide is dropped, so that any faulty workmanship may be brought to the attention of the skilled workmen and remedied as soon as possible.

After inspection each hide is weighed separately and graded. Tests should be made frequently to determine the moisture content, and this weight—also the estimated weight of any manure or mud—must be deducted from the gross weight of the hide. Accurate records of cuts, scores, manure and grubs should be kept.

When hides are sold graded for weights, that is heavy, light, or extreme lights, record of these weights must be kept in order to give proper allowance in the test costs.

### New Hide Trim.

On July 1, 1928, a new type of hide trim went into effect. This new trim is standard practice among packers having a large hide production. Where the kill is not sufficient to follow this new trim to advantage the old method of take-off is continued. However, buyers have enforced a slight differential in the case of untrimmed hides.

This new trim takes out the ears close to the butts, and snouts and lower lips are trimmed off across the corners of the mouth.

Experiments conducted by the Hide Committee of the Institute of American Meat Packers showed that a green trim of ears, snouts and lower dips averages 2.76 lbs. per hide, or the equivalent of about 4 per cent of the weight of untrimmed green hides. The trimmings are the property of the packer and are sold for glue stock.

For hides so trimmed 4 per cent was formerly added to the net cured invoice weight by packers in the case of these hides, by arrangement between the

Institute and the Tanners' Council of America. However, it was later recommended that in selling trimmed hides the 4 per cent allowance be waived, effective February 4, 1932.

This new trim necessitates a change in the standard weight selections as follows:

Heavy steer hides, 58 lbs. and over instead of 60 lbs. and over; light steer hides, 48 lbs. to 58 lbs. instead of 50 lbs. to 60 lbs.; extreme light steer hides under 48 lbs., instead of under 50 lbs.; native cow hides, heavy, 53 lbs. and over instead of 55 lbs. and over; native cow hides, light, under 53 lbs. instead of under 55 lbs.; branded cows and bulls, all weights as heretofore.

### Grading Hides.

The following grades and weights apply to hides that have not been trimmed according to the new method, but have the ears, snouts and lips on.

Native steers.—Native steers, or free-of-brand steers, are sold on a basis of heavies, and when lights are included they are always sold at a discount of 1c per pound. The heavies are 60 lbs. and up, lights 50 to 60 lbs. The extremes are under 50 lbs. and are generally sold separate, and as a rule will command a better price than light cows.

Spread native steers.—Spread native steers are graded for No. 1's only and are 6 ft. 6 in. and over across the brisket, and kosher hides are sometimes sold 6 ft. 8 in. and over. No. 2 spread are included in regular natives.

Spread hides are very desirable for furniture and automobile leather, and command a premium over natives.

Butt branded steers.—Butt brands

are on the native order, with a small brand on the butt. They are sold on a basis of heavies and lights, the lights at 1c per pound discount.

These hides usually run about 10 per cent or more lights, according to the season, and for this reason the average weight is heavier than natives.

Colorado steers.—Colorados or side brand steers are on the Texas order, but are too large and spread a hide to go into a Texas selection. These are always sold on a heavy basis, discounting the lights. The percentage of lights will run about the same as butt brands.

Texas steers.—Texas are sold on three weights—Extreme light, lights and heavy. The heavies are a small pattern, very plump, and are most desirable for sole leather purposes.

Heavy native cows.—These hides are free of brand, running 55 lbs. and up, and will contain a small percentage of spreads, which are seldom sorted out.

Light native cows.—Light native cows are also free of brand, running from 55 lbs. down to about 30 lbs., sometimes as low as 25 lbs. These are generally sold 55 lbs. and down, but there are times when selections are made of 45 and down, also 45's to 55's.

It is considered more desirable to make the two selections during the summer months, especially when the hides are free of grubs, as the under 45's are desirable for upper leather tanners.

Branded cows.—No selection is made on these for weight, and any cow that is over 25 lbs. is included as a rule.

Bulls.—There are two selections of these hides—native and branded—and there is a price differential between the two. Branded bulls produced by big packers are split as between Northern and Southern, with the latter commanding a slightly better price. No selection is made for weights.

Formerly no selection was made as between No. 1's and No. 2's, all sales being on a flat basis. However, the Hide Committee of the Institute recently recommended to the industry that, effective March 12, 1932, native and branded bull hides, all weights, be sold on a selected basis, with the usual allowance for cuts, grubs and koshera.

### Grades of Calfskins.

Calfskins are sorted 15 lbs. and down, with brands out.

Kips will run 15 to 25 lbs. with brands out.

The branded calf and kip are usually sold together, but there is usually a differential between the packer kip and packer calfskins. Sometimes there is a selection of overweight kips which will run from 25 to 30 lbs. and higher, but the sellers include these in the light cows, if possible. If sold separately, they are generally rated a little higher than light cows.

Slunks are the skins from unborn calves. There are three grades, as follows: Regular slunks with hair; the

## Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....  
Street .....  
City .....

Enclosed find 5-cent stamp.

hairless, graded 16 in. and over in width; and hairless 12 to 16 in.

There is no selection on these excepting as to size, but any of the 16 in. and over hairless that are cut are included in the under 16 in.

Hairless stock is generally used for drum heads, but of course any slunks with holes in them are unsuitable. A great many of the regulars are tanned with the hair on and made into coats, fancy vests and covers for library tables. Some tanners take the hair off and sell them for shoe linings to take the place of sheep skins.

In the third and last article in this series the Curing and Sales of Hides will be discussed.

## Filling Lard Packages

A small packer who has just begun to package his lard in 1-lb. cartons asks for information as follows:

Editor The National Provisioner:

Will you please tell us how to fill one-pound cartons of lard. Does it require a mold or is it cut as you would cut butter? We have the cartons, but we do not seem to know how to fill them properly.

Two methods are employed in filling lard packages.

1. The lard is pumped directly from the picker trough of the lard roll to the filling faucet, or automatic filling machine. In small plants it is the practice to place the package on a scale and to fill to the desired weight manually. In the larger plants a filling machine that automatically delivers a predetermined quantity of the lard to the package is used. When this system of filling is used there must be a force of workers and filling faucets sufficient to take care of the output of the lard roll.

2. In some cases the lard is delivered from the picker trough to an agitator. This is a cylindrical tank, water-jacketed and equipped with slow-moving agitator arms. The lard is pumped from the picker to the agitator and held there until wanted for packaging. In this way a smaller gang may be employed for packaging, as the use of the agitator spreads the filling operation over a greater length of time, the roll being shut down as soon as the necessary lard has been chilled and sent to the agitator.

Before the advent of refrigeration all lard was filled hot into the packages. The consequence was that the chilling of the lard was so slow that the stearine and oil had a chance to separate and consequently the lard became grainy. A certain class of trade still demands this grainy lard, and some believe the product is not pure unless it comes to them in this form.

### Filling Lard Hot into Packages.

Grainy lard may be obtained by filling the lard hot into the packages and allowing it to grain there, or it may be pumped into a tank where it will grain. Later it can be put into the packages in a semi-liquid condition. When the lard

is filled into the packages hot a temperature of 130 degs. Fahr. is used.

For filling lard hot into packages use of a flexible steel hose is recommended. In this way the lard is filled into the packages in the position the packages occupy while the lard is chilling. This saves a great deal of labor and waste. Chilling of the lard when filled into small packages is sometimes assisted by the use of fans, which keep a steady flow of cold air going across the surface of the packages.

## Sausage Discoloration

Trouble with discoloration on the outside of sausage is complained of by a Northern packer, who says:

Editor The National Provisioner:

We have trouble with the outside of our sausage taking on a greenish tinge. The meat on the inside is good and does not discolor. What could be the cause of this?

As this off color is on the outside of the sausage only, it would indicate that a bacterial condition prevails in the plant which it will be necessary to clean up.

Cooked sausage is sterile on the outside when it comes from the cooking vat, and the amount of contamination will vary with the manner of handling the product after it is cooked. The less the product is handled the better.

Sudden changes in temperature should be avoided, as they create moisture on the surface of the sausage, which is a ready transporter of bacteria. Cooked smoked sausage should not be stored at low temperatures. Cooked smoked sausage should not be stored at low temperatures. It should be well cooled before it goes to the storage cooler, which should be held at temperatures not lower than 45 degs. and 50 is better.

Bacteria are sometimes present in plants that are kept clean and indicate little tendency to breed bacteria. When this occurs it is necessary to sterilize the plant with sodium hypochlorite.

Much valuable information on mold and discoloration has appeared in THE NATIONAL PROVISIONER. Reprint can be secured by sending 5c in stamps with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

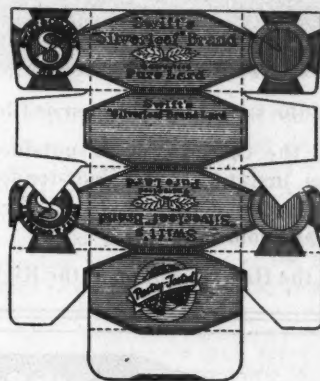
## Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

Swift & Company, Chicago, Ill. For lard. Trade mark: Carton design as shown in the accompanying illustration. The drawing is lined for blue and red. No claim is made to the representation of a carton and a pie or to the words "Guaranteed," "Pure," "Lard," "Brand," and "Pastry-Tested," except in the association shown. Claims use since January 28, 1932. Application serial No. 325,932.



Joe Lowe Corporation, Brooklyn, N. Y. For edible vegetable fats and oils. Trade mark: JO-LO in a circle. Claims use since January 1, 1919. Application serial No. 293,587.

F. G. Vogt & Sons, Inc., Philadelphia, Pa. For scrapple. Trade mark: FAIRDALE FARM. Claims use since November 20, 1931. Application serial No. 322,718.

## FAIRDALE FARM

Productos Selectos Del Cerdo, S. A., Manlleu, Spain. For food products derived from pork—namely sausages, ham, mortadelas, lard and bacon. Trade mark: LA PIARA. Claims use since September 3, 1928. Application serial No. 325,411.

## La Piara

Gel-A-Cote Corporation, Chicago, Ill. For gelatine for coating sausages and meats and made partly of meat and meat fat. Trade mark: GEL-A-COTE. Claims use since January 26, 1932. Application serial number 323,935.

## GEL-A-COTE

### TRADE MARKS GRANTED.

Oscar Mayer & Co., Inc., Chicago, Ill. For bacon. Trade mark: OSCAR MAYER'S TAVERN STYLE. Published February 23, 1923. No. 293,780.



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Pull the cord, inside or outside. Doors open or close instantly. No door-tender needed. Saves damage to doors, saves trucker's time. Simple installation.

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**AIR-LEC DIVISION Oscar Mayer & Company**  
Madison, Wisconsin

AIR-LEC DIVISION, OSCAR MAYER & CO.,  
Madison, Wis.

Please send us full information about AIR-LEC for opening and closing cooler doors.

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# Refrigeration and Frozen Foods

## SHIPPING FROZEN FOODS.

For best results when shipping frozen foods in cars refrigerated with ice and salt, careful attention must be given to loading the cars, in the opinion of a speaker at the recent annual convention of the Northwest Fruit Barrelers' Association.

There is a transcontinental eastbound rate from the Pacific Coast of \$1.05 per 100 lbs. for frozen fruits and vegetables, minimum 60,000 lbs. This minimum is all right for barreled goods—60,000 lbs. of barreled berries can readily be loaded into a refrigerator car—but it just doesn't work for small-packaged frozen products. Sixty thousand pounds in small packages cannot be loaded into even the largest refrigerator car in a way that will keep the top and the center of the load adequately refrigerated, yet to get the benefit of this rate the packers are shipping cars loaded solid.

Head room of at least 18 in. is required, an 18-in. aisle in the center of the car and about an 1 in. of space all around the walls for air to circulate. The center aisle is essential because the lengthwise supports on which the floor racks rest prevent the cold air from circulating out toward the side walls under the load. It was suggested among other improvements, boring holes through these supports so that the cold air can get out to the sides.

Hundreds of cars of frozen fruit are shipped East yearly which are so piled or loaded in refrigerator cars that the ice and salt used in these cars do but little good. We cold storage warehousemen would not dare pile goods in our refrigerator rooms the same as we load a car and expect these goods to be of good quality, even if we had at our command the finest refrigeration system known in refrigeration science.

When the outside temperature is 80 degs. F. or lower refrigerator cars loaded with cold pack products in barrels can be transported across country without danger or damage when iced with about 10 per cent salt. If the outside temperature goes above 80 degs. F., 15 per cent salt should be used. Cars properly loaded with frozen products in cans or small packages can be safely transported without deterioration when iced with 15 per cent salt if the weather is not above 80 degs. F. and 20 per cent if higher.

Ice and salt is the safest and best refrigerant known for refrigerator cars. Many believe it is impossible to get low temperature refrigeration by this methods, but it all comes back to improper loading, thereby not allowing the refrigerant to do the work.

"Many tests have been made with ice and different percentages of salt and these tests show that with 10 per cent salt at 15 degs. F. temperature can be maintained with proper circulation, and with 15 per cent salt, from 5 to 10 degs. F., and with 20 to 25 per cent salt at 0 degs. F. temperature can be maintained with the weather temperature at 70 to 80 degs. F.

Cars of frozen fruits and vegetables arrive in the East in poor condition because, the circulation being shut off by

improper loading, the ice and salt are kept from forcing the cold air to the center of the car, keeping the refrigeration confined near the bunkers. This also keeps the ice and salt from making the car as cold as it would be on account of blocking the circulation. The more circulation around the ice and salt, the lower the temperature.

Shippers it was charged have been loading cars as full as possible to get the cheapest rate without any regard as to whether the load can be efficiently refrigerated.

"I have made quite an extensive study of loading refrigerator cars the past year," the speaker pointed out, "and if we are going to get frozen fruits to the great markets of the country in the finest condition possible it is up to the packers, cold storage men and the railroads to pay special attention to this part of our frozen fruit industry. The responsibility rests with each branch of the industry."

"First—The packer should know when he sells a car of frozen products what a carload in weight and bulk should be. We have been asked to ship 200 barrels in a car when the largest car on the road only holds 160 barrels. We also have been asked to ship 3,000 30-lb. cans when 1,800 would be the limit to get into a car, and 3,000 cases of small packages when 2,000 would be the limit of the largest car.

"Second—The warehousemen should know how to load a car of frozen products to get the most refrigeration out of the ice and salt added—the refrigeration medium.

"Third—The railroads should inspect all cars ordered for loading frozen products to see that doors, roof and bunkers are tight and in first class condition to protect the refrigeration.

"Fourth—I think the railroads should make two rates on frozen products—

one for barrels, of 60,000 lbs., and one for cans and small packages, of 40,000 lbs., and these rates should be the same. Also, they should put a provision in the tariff that the above loading weights are for the months of May, June, July, August and September—the summer months—and the other months of the year could be classed as winter months, when 10,000 lbs. could safely be added to a car for safe transportation, but they should make this optional with the shipper as to weight over 60,000 lbs. for barrels and 40,000 for cans and small packages.

"All refrigerator cars should have at least a ¾-in. slat running up and down the side of the car for air circulation, and the car floor boards should have openings in the 2 by 4s which carry the loads, so that the cold air can readily get to the sides of the car. As these boards now are made the air does not have a chance to get out or spread to the side of the car."

## AMMONIA COMPRESSOR CARE.

There is one detail in the care of horizontal ammonia compressors which seldom is discussed in printed articles on compressor operation and maintenance. This is the necessity of frequent inspection and tightening of the bolts which secure the compressor cylinder to the main frame.

These bolts very frequently work loose, particularly on high speed machines, and if the compressor is permitted to operate in this condition the continued working and pounding will flatten out the lead gasket at this joint and cause a leak which can not be repaired readily.

When this happens it is necessary to shut down for a number of hours, break the cylinder loose from the piping and



MECHANICALLY REFRIGERATED CAR REDUCES SHIPPING RISKS.

The mechanically refrigerated car is simplifying many of the transportation problems of the shipper of perishable foods. Its principal advantage is its ability to maintain low, even temperatures over long periods. In the meat packing industry, it is being used for frozen products and highly perishable meats. Carcass hogs shipped out of Chicago in mechanically refrigerated cars are reported to be arriving at Eastern seaboard city with all the bloom of carcasses fresh from the cooler. Fresh sausage shipped from the Central West in this type of car is said to have arrived on the Pacific Coast in excellent condition.

from the frame and move it back far enough from the latter to regasket the joint. This is an unpleasant job, and needless if proper precautions are taken.

In some plants it is a rule that once each week each of these nuts must be tried with a socket wrench. Any slack that may occur is thus removed before it can result in damaging the gasket.—Refrigerating World.

#### WILL QUICK FREEZE PEAS.

Quick freezing under the Birdseye process, the Snider Packing Co. this year will add frozen peas to its usual canned pack at its Albion, N. Y., plant. Regular cooked canned foods will be the major portion of the plant's output, although it is reported that a sizable order will be put up by quick freezing to be placed on sale in sections where Frosted Foods Corp. has display and storage facilities installed. Arrangements for shipment and storage of the product have been made by Frosted Foods.

#### REFRIGERATION NOTES.

Gilmer Ice & Cold Storage Co., Gilmer, Tex., has been incorporated with a capital stock of \$12,000 by J. W. Croley and C. T. Crosby.

Southern Cold Storage Co., Cleveland, Tenn., has rebuilt its plant destroyed by fire last October.

Plans for installation of an experimental plantation meat and vegetable cold storage plant at the Delta Experiment Station, Stoneville, Miss., are being held in abeyance pending an appropriation from the legislature.

Canastota Refrigerating Co., Canastota, N. Y., recently added new refrigerating equipment to its plant.

Goldstein and Pogorelski, wholesale and retail dairy products, Stockton, Calif., have leased a building at Pacific and Walnut sts., where an ice cream and frozen foods plant will be installed.

Dade Refrigerating and Engineering Co., Miami, Fla., recently purchased additional refrigerating equipment.

Charles P. Tatt Co., Jacksonville, Fla., recently placed a four-room cold storage plant in operation at its West Bat st. house.

Golden State Co., San Pedro, Calif., recently awarded a contract for the erection of a refrigerating plant at the corner of Fourth and Gaffey sts.

British Columbia Fruit Growers' Association is planning the erection of a cold storage plant in Kaladen, British Columbia, Canada.

Edwin J. Symmes, Bakersfield, Calif., has plans for the construction of a refrigerating plant to cost \$50,000.

Wetzelberger Brothers, Baltimore, Md., recently purchased a 12-ton refrigerating plant for use in their sausage manufacturing plant.

The cold storage and packing plant of the Apple Growers' Association and the fruit packing plant and warehouse of the American Fruit Growers, Hood River, Ore., have been destroyed by fire.

Fire in the plant of the Rogers Ice & Cold Storage Co., Rogers, Ark., caused small damage recently.

### Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

#### LUBRICATING THE COMPRESSOR.

Oil for lubricating compressor cylinders should be pure mineral base and should contain no impurities that might react with the refrigerant. These impurities may be in the form of unsaturated compounds which are present in improperly refined oils or they may consist of chemicals or ingredients which are added to the oil for the purpose of giving it special properties.

Sulphur dioxide, commonly used in small refrigerating machines, has a strong tendency to react with the unsaturated compounds, forming sludges which are injurious to all friction surfaces and are difficult to remove from the expansion coils, where they act as insulators. These sludges, furthermore, are very sticky and cause valve trouble.

Ingredients such as animal, vegetable and fish oils are sometimes added to mineral oils for compounding purposes. Fatty acids, which are invariably present in these, react with ammonium hydroxide forming soaps. These form greases when mixed with mineral oil. Greases are not suited for cylinder lubrication.

These troubles may be avoided by using pure mineral oils which have been especially refined for the lubrication of refrigerating machinery. These oils are highly treated and filtered to remove the unstable compounds which cause gumming.

The physical properties of oils should meet the operating conditions of refrigerating compressors, such as temperatures, pressures, speed and method of lubrication. Of greater importance than the flash point is the cold test. Cold test requirements are governed by expansion temperatures, and should be low enough to prevent congealing of oil that may reach the expansion coils.

Oils should be heavy enough to maintain a film on the friction surfaces, but not so heavy as to cause unnecessary drag on moving parts, thereby wasting power. Bearing pressures are usually much higher than pressure between pistons and cylinder walls, and for this reason open types of compressors employing separate lubrication for cylinders and bearings should use two grades of oils, one suited for bearing lubrication, and the other for cylinder lubrication.

It is apparent that the oil for cylinder lubrication will be lighter than the journal oil. The method of lubrication, of course, will be a determining factor in the choice of oil.

Cylinders of the open type of compressors are usually lubricated by pressure or gravity feed to ports in the cylinder walls, or by injecting oil into the suction line just ahead of the suction valves. Where oil ports are ex-

posed to compression pressures, ball checks are provided to prevent displacement of oil from the feed lines.

In the injection method a spray of oil is carried into the cylinder by the suction gas, covering all exposed surfaces with a film of oil. Oil accumulating on the valves and cylinder surfaces not requiring lubrication is apt to gum and cause valve trouble unless the oil is of the highest quality. The newer types of valves require very little if any lubrication at all.

Lubrication of piston rods is of great importance and is largely affected by the design of the stuffing box gland. The gland should be so designed, that it will yield slightly to the deflection and movement of the piston rod and exert only slight pressure against the piston rod at all times.

If oil is applied directly to the gland it should be fed uniformly and sparingly. A gas chamber is usually provided to collect escaping gas and draw it off before it leaks out into the air.

Quantity of oil required for the lubrication of cylinders is much less than necessary for a steam engine of equal size. The oil is not washed away as it is in steam engines, nor burned as it is in internal combustion engines, but remains in the cylinder a long time. For this reason care should be taken not to use unnecessary amounts of oil.

Excess oil, if not thoroughly removed in the oil separator, will form a coating in the expansion coils and decrease the efficiency of the system. Oil from traps should not be used over again without purification, as many other impurities are collected in the traps with the oil.

Engine oil should never be used for the lubrication of compressor cylinders or piston rods; it is not made for that purpose, and trouble is liable to result.

If the ammonia is returned to the compressor line in a dry or superheated condition, the discharge temperature of the gas from the compressor may become exceptionally high. This high temperature will cause a loss in the volumetric efficiency of the compressor. The lubricating oil may also form excessive carbon under these conditions.

High suction temperatures are primarily caused by improper operation of the refrigeration system, and may be caused by a lack of proper insulation on the suction pipe by attempting to accomplish more refrigeration than the system is designed for, or by the admission of too little liquid ammonia through the expansion valve.

If everything else fails to bring down the suction temperature, it probably would be permissible to inject ammonia into the suction pipe, but only as a last resort.

Enclosed types of compressors are usually lubricated by splash from the crankcase. Sometimes force feed lubrication is employed. Where both cylinders and bearings are lubricated with the same oil, it must be heavy enough to lubricate the bearings properly and must be of the proper quality for cylinder lubrication.—Refrigerating World.

#### WHEN YOU WANT TO BUY.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

# A Page for Purchasing Departments

## DRYING WET COOLERS.

Excess moisture in coolers is a serious problem in some meat packing and sausage manufacturing plants. This condition usually is the result of inadequate air circulation, and generally it can be cleared up when the proper air circulation is set up.

If it simply were a matter of getting air movement the problem of drying

and many packers hesitate to undertake this work. In many cases it is the more advisable plan to resort to mechanical means for circulating the air.

An air circulator designed especially for cooler use is shown in the accompanying illustration. This circulator, a product of William J. Lohman, Inc., New York City, draws air from the floor level and discharges it upward at the proper angle to create the good air circulation. This is accomplished by a motor driven fan placed near the bottom of the duct. In addition is providing a general air movements without strong air currents, quickly drying out a wet cooler, the circulator also makes it possible to maintain more uniform temperatures throughout a cooler.



## ELIMINATES COOLER MOISTURE.

This air circulator has been designed to dry out wet coolers and provide more uniform temperatures throughout a room. It does this by providing a large air movement at a low velocity. The motor and fan are located near the bottom of the duct, and the machine is mounted on casters so that it can readily be transported from one location to another.

up a wet cooler would not be difficult, but when methods are used that create strong air currents the results are not always satisfactory. Portions of the room dry out while others remain wet and shrinkage of meats is increased, particularly in the case of those which happen to be in the path of the air currents.

The condition to be sought in coolers is a large air movement at a slow velocity. Sometimes this can be obtained by increasing the amount of coils, reducing the coil temperature and relocating the coils. This is a comparatively expensive procedure, however,

## CUT COAL HANDLING COST.

In some meat plants the portable flight conveyor could be used to considerable advantage for handling bulk materials, particularly for unloading coal from cars and elevating it to bins and for loading ashes into cars or motor trucks. The cost of these conveyors is reasonable and the labor they save makes them a profitable investment.

A conveyor of the type shown in the accompanying illustration may be had in 21-, 26-, or 31-ft. sizes. The two larger sizes have a capacity of 90 tons per hour with uniform feed, and the smallest 60 tons. The flights are cupped to pick up the material, and the chain travels at a speed of 126 ft. per minute.

A 5 h.p. motor is used on the two larger sizes and a 3 h.p. on the smallest. Power is transmitted through two finished roller chain drives to the head shaft. Gasoline engine drive can be had if desired.

A feature of these conveyors is the power operated hoisting mechanism, consisting of a conveyor boom that can be raised or lowered from the motor, this being accomplished by a conveniently-located hand lever. The minimum discharge height of the conveyors above the ground line is 8 ft.; the maximum 14 ft., 17 ft. 6 in., and 20 ft. 6 in. for the 21-, 26-, and 31-ft. conveyors respectively. These new conveyors are products of the Link Belt Co., Chicago, Ill., and Philadelphia, Pa.



## SAVES LABOR IN HANDLING BULK MATERIALS.

This type of portable flight conveyor is made in three sizes to elevate and discharge bulk materials such as coal and ashes at heights of 14 ft., 17 ft. 6 in. and 20 ft. 6 in. respectively. They may be had in either electric motor or gasoline engine drive. The two larger sizes will handle 90 tons of coal per hour and the smallest 60 tons.

## HOG KILLING EQUIPMENT.

Packers who are seeking to keep the equipment in their plants up-to-date, and thus avoid obsolescence losses, will find much of interest and value in catalogue A-46 just brought off the press by the Cincinnati Butchers' Supply Corp., Cincinnati, O., manufacturers of "Boss" packinghouse machines and appliances.

This book of 48 pages, bound in heavy, durable cover and illustrating every item listed, deals exclusively with equipment, tools and appliances for use in the hog killing department, and is said to be the first catalogue ever published dealing exclusively with hog-killing equipment.

This is a feature, it is believed, that will be appreciated by the busy buyer. With all items used in the hog killing department listed under one cover, the matter of handling the catalogue and looking up any particular piece of equipment or tool is simplified considerably and time is saved. Another convenience is that each machine is listed in the order in which the operation takes place on the killing floor and is indicated by type and size number, an arrangement that simplifies considerably the task of ordering. The catalogue will be mailed promptly to any packer requesting it.

Among the equipment described and illustrated in the catalogue are hog hoists, rails and hangers, scalding tubs, various sizes and types of "Boss" dehairers and their renewal parts, gambrelling tables, hog body polisher, motor driven toe puller, stationary and traveling viscera tables, traveling flight type viscera separating tables, sterilizing lavatories, other tables of various kinds, fat washing box, chitterling splitter, bung and chitterling washer, smokestick and gambrel washer, snout puller, jaw puller, head splitter, ethmoid bone and tooth remover, liver and heart hanging trucks, trees, small tools and clothing for the killing floor.

## HOMESTEAD STEEL PRODUCTS.

Lietz Engineering Co., 2354 Lincoln ave., Chicago, Ill., has recently been appointed exclusive representatives in the Chicago district of the Homestead Valve Manufacturing Co., Coraopolis, Pa., handling all Homestead valve and other products.

## British Empire Meats

### Pork Production Can Be Expanded to Help Meet Empire Needs

Some difficulties of British Empire expansion of pork production were pointed to recently by a British observer who recognized, at the same time, that an increasing share of the British fresh and cured pork trade could without difficulty be obtained by the British Isles, Canada and to a less extent by the British possessions in the Southern Hemisphere.

This discussion grew out of plans for the coming Imperial Economic Conference to be held in Ottawa in July, at which empire preference in relation to meat imports will be given serious consideration.

If all the empire exports of pork meats were directed to countries within the empire, he said, it would still be necessary to import from foreign countries from one-third to two-fifths of empire needs.

#### Bulk of Pork Exported to U. K.

Approximately 11,000,000 cwt. of pork meats are imported while only some 2,000,000 cwt. are exported. The difference is in the needs of the United Kingdom which takes, mostly as bacon and ham, three-quarters of the world's exports of pork meats.

Within the British Empire only the British Isles and Canada have large pork outputs. Each of the Southern Dominions has less than 1,000,000 hogs. In most of the countries included in the empire, the greater part of the domestic output is consumed as fresh pork.

Canada and the Irish Free State are the principal exporters of bacon while New Zealand exports a much smaller proportion of frozen pork. In each case the United Kingdom is the destination for these exports.

#### Pickle Cure Preferred.

The internal pork market of the Dominions is limited, while in the United Kingdom the consumer demand for both fresh pork and dry salt-cured bacon is somewhat restricted. Any Imperial expansion—with the object of reducing present dependence on foreign countries—must therefore be directed at the mild tank-cured bacon market which is at present held by the Scandinavian and Baltic agrarian countries.

Agricultural conditions closely approaching those of Denmark, Sweden and the Baltic States prevail in eastern Canada, the Irish Free State and the United Kingdom. But Canadian bacon is 10 days away from Great Britain, Danish only one or two. The Canadian product, too, must be given a slightly heavier cure, which is not to every one's taste, or must be shipped in refrigerated space, which is expensive. The Irish Free State at present produces dry-salt bacon but could easily turn to tank-curing. However, unlike Northwestern Europe, it is a grassland country with a rather seasonal milk output, and in winter, consequently, milk by-products tend to be scarce, while, throughout the year, there is a greater

dependence on imported cereals, and other feeds.

In Great Britain, the dairying industry is dominated by the liquid milk market, and the by-products of butter and cheese, which are so valuable for pig feeding, are not freely available. Further, there is as yet no concentration on any one type or breed of pig and the situation is complicated by the variety of weights of pig demanded by the consumer in different parts of the country, and also by the problems that arise from being hugged by one's market and from the absence of "bottle necks."

#### Difficulties Not Insurmountable.

But these difficulties are not insuperable, and with an adequate stimulus, the United Kingdom, Canada and the Irish Free State could each economically increase their output of pork meats.

The Southern Dominions are rather differently situated. Their export pigmeat must pass through the tropics. In Australia and New Zealand labor is not cheap and, due to the general agricultural situation expansion of the hog industry would normally have to wait on closer settlement and intensification. Increased production, however, would, no doubt, follow stabilized prices and an assured outlet, and although the tropics at present preclude the economic export to Europe of mild cured bacon, the export of frozen pork for curing on arrival in the United Kingdom is increasing and offers a promising export outlet to Australia, New Zealand and South Africa.

With better production methods and improved marketing, and equally important, a full realization of the limiting factors, and with, possibly a simultaneous expansion of dairying as an integral part of Imperial economic policy, this observer believes that an increasing share of the United Kingdom pork meat market could, without great difficulty, be obtained by the British Isles, Canada and to a less extent the Southern Dominions.

#### STEAM FROM TALLOW.

The H. H. Keim Co., Nampa, Ida., meat packers and retail meat dealers, are burning under their boilers some of their by-products, including raw fats and green bones. This company, located far from central markets, finds that it costs more to handle and process these materials than they can get for them. And with coal costing \$13.00 per ton, they believe there is a bigger return by using them as fuel than by selling them.

"Edible tallow at 25c per 100 lbs. makes a fine fuel under lard kettles and steam boilers," Stanley B. Keim, secretary of the company said recently in a letter to THE NATIONAL PROVISIONER, "when used in moderation with wood or coal so as not to create excessive carbon.

"Since we are using this product in this manner to advantage, we are passing on the suggestion to other packers who may also be able thereby to reduce losses incident to selling by-products, by turning it into fuel. It is

our belief also that hides can also be utilized for hog feed, although we have not experimented along this line sufficiently to state positively what the returns might be.

"If packers would use up these unprofitable items, such as bones, fat and hides, there would be a noticeable pick-up in prices within a comparatively short time. We are certain that bones and fat used together as fuel contain more heat units per pound than coal and cost considerable less in some localities."

To burn green bones and tallow under the boilers, Mr. Keim said, it was necessary to remove the fire grates, as the tallow when burning melts and runs into the ash pit, catching fire there and reducing the natural draft which should pass under the grates. By removing the grates and allowing the charred bone and ashes to accumulate to the fire grate level this objection to lack of sufficient draft was overcome.

"We also found that the ash and bone charcoal serve as an absorbant for the melted fat and make it more available to the flame. The result is much like the fire in a blacksmith's forge if the raw fats are placed beside the flame instead of directly on top of it. Forced or induced draft will stimulate the fire and reduce the danger of excessive carbon deposits on the flues through incorrect firing."

One suggestion made when using green bones and raw fats under the boiler is that a mortar be made of salt and fine ashes. This mortar may be applied to the inner walls of the ash pit to protect them or for the purpose of reducing the size of the fire box and making it easier to control the fire. The bone ash makes excellent chicken feed, it is said. Practically no odor results from using bones and fats in this manner.

In respect to processing hides for hog feed, Mr. Keim said: "We get the best results by placing the hides loosely in burlap bags and subjecting them to the tanning process—40 lbs. steam pressure for eight hours. At the end of this period little remains in the bags but the hair. The hides by this process are rendered into a jelly-like substance which can be mixed with meat scraps or meat meal or used in the manufacture of glue."

#### MORE POULTRY CANNED.

An increase of 30.84 per cent in the quantity of poultry canned in May, 1932, over the same month of 1931 is reported by the U. S. Bureau of Agricultural Economics. The 27 firms reporting showed a total of 1,139,546 lbs. in May, 1932, compared with 870,892 lbs. in the same month a year ago.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York City June 1, 1932, to June 22, 1932, totaled 11,567,913 lbs.; tallow, 42,800 lbs.; greases, 240,000 lbs.; stearine, 138,400 lbs.

# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fairly Active—Market Steadier**  
**—Hog Run Moderate—Hogs Firmer**  
**—Cash Trade Fairly Good—Outward**  
**Movement Fairly Liberal—Grain**  
**Weakness Against Upturn.**

The market for hog products was fairly active the past week, particularly for lard, and prices were steadier. The lard market rallied over  $\frac{1}{2}$ c lb. from the season's low point, only to react somewhat from the best levels of the recovery. The upturn was brought about by lighter selling pressure, a scattered commission house and professional demand and covering by shorts.

Receipts of hogs at western packing points last week were 412,000 head, compared with 411,807 the previous week, and 454,900 head the same week last year. As a result, live hogs at Chicago rallied to an average price of 3.80c, an advance of 60c from the low point of the downward movement. This compared with 3.40c a week ago, 6.90c a year ago and 9.05c two years ago. Average weight of hogs received at Chicago last week was 243 lbs., compared with 242 lbs. previous week, 246 lbs. year ago, 247 lbs. two years ago.

### Meat Stocks Lower.

Indications were that the hog run would continue moderate in the near future, and some well-posted observers would not be surprised to see a further falling off in the run compared with that of late. The attitude of the hog raiser is being watched very closely, owing to the steadily increasing stocks of lard and uncertainties regarding the export movement of product.

Developments at Lausanne and Geneva were followed very closely by the trade. While nothing concrete in the way of compromises among the world powers on reparations and debts has materialized as yet, there appeared to be a rather confident feeling that a satisfactory plan for all would be worked out. However, intimations from Washington officials that there had been no change in the Government's attitude on foreign debts made for hesitancy and was partly responsible for the setback, in that a tendency developed to move pending conference outcome.

While lard stocks are somewhat heavier than a year ago, cold storage stocks of cured, frozen, and in process supplies of pork products on June 1, totaled 788,792,000 lbs., compared with 827,751,000 lbs. a year ago, a decrease of 4.7 per cent, and 3.3 per cent under the five-year average for that date. Lard stocks on June 1, were 129,328,000 lbs., or 16.5 per cent larger than on May 1, and 22.2 per cent larger than those of June 1, last year. Lard stocks on June 1 were 6.7 per cent below the five-year average on that date.

### More Lard Exported.

Average price of hogs in May was 3.34c, equal to the 1898 level. May slaughtering of hogs under Federal inspection totaled 3,940,000 head, the third largest on record. It appears now, however, that the seasonal trend in receipts will be downward until some time

in September, and that the 1932 peak has been passed.

Official exports of lard for the week ended June 11 were 6,843,000 lbs., against 6,796,000 lbs. last year. Exports from January 1 to June 11 have been 253,331,000 lbs., against 300,042,000 lbs. the same time a year ago. Exports of hams and shoulders, including Wiltshires, for the week were 634,000 lbs., against 1,270,000 lbs. last year; bacon, including Cumberlands, 552,000 lbs., against 550,000 lbs. a year ago; pickled pork, 198,000 lbs., against 100,000 lbs. last year.

Of the lard exports so far this year, Germany has taken 67,653,000 lbs., against 64,989,000 lbs. the same time last year; United Kingdom, 115,404,000 lbs., against 133,183,000 lbs.; Netherlands, 16,345,000 lbs., against 16,144,000 lbs.; other European countries, 10,663,000 lbs., against 15,593,000 lbs.; Cuba, 14,715,000 lbs., against 21,199,000 lbs.; other countries, 28,551,000 lbs., against 48,934,000 lbs. last year.

**PORK**—Demand was quiet with warmer weather in the East, but prices were steady. Mess at New York was

quoted at \$17.25 per barrel; family, \$16.25 per barrel; fat backs, \$11.50@15.00 per barrel.

**LARD**—Domestic trade was fair, but export interest was reported quiet. Prices on the whole were fairly steady. At New York, prime western was quoted 4.55@4.65c; middle western, 4.30@4.40c; New York City tierces, 4½c; tubs, 4¼@4½c; refined Continent, 4½@5c; South America, 5½@5¾c; Brazil kegs, 5½@6c; shortening, carlots, 5½@6¼c; smaller lots, 6@6¼c.

At Chicago, regular lard in round lots was quoted at 10c under July; loose lard, 6½c under July; leaf lard, 67½c under July.

*See page 37 for later markets.*

**BEEF**—Demand was moderate, but the market was steady at New York. Mess was nominal; packet, nominal; family, \$12.00@13.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$3.50; 6 lbs. South America, \$10.50; pickled tongues, \$40.00@50.00 per barrel.

## Better Cut-Out Values Needed

Shortage in hog supplies and some increase in the price of the more popular fresh pork cuts resulted in higher hog prices during the week just ended. Increases averaged from 35c to 45c over the prices of a week ago, heavier weights showing the greatest increase.

Receipts at the twelve principal markets were 21 per cent smaller than in the same period a week earlier and almost 30 per cent smaller than a year ago.

The supply of sows in the runs for this season of the year is and has been small. Some trade opinion inclines to the belief that producers are unwilling to market sows at present low prices as they can run on pasture until later in the season if they are intended for market or they may be held for breeding purposes if indications point to improvement in hog prices. The policy of some producers has been to market their gilts and hold the sows because

sow prices were low, rather than to pursue the plan of earlier years of holding gilts for breeding and marketing the sows.

Sharp resistance to increased prices on the part of buyers has held the general product price level down, although some increases were evident in both fresh and cured meats and in lard. The packer's position on fresh pork is much better than on the cured product and it would seem that special emphasis could well be placed on improving conditions surrounding the sale of cured meats.

The following test is worked out on four average weights of well finished butcher hogs on the basis of green meat and live hog values at Chicago, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the first four days of the current week. Losses of over \$1 per head are too much in the light of current conditions. A better relationship between live hog costs and product values is highly desirable.

	100 to 150 lbs.	150 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.13	\$1.15	\$1.11	\$1.14
Picones	.35	.31	.29	.23
Boston butts	.25	.25	.25	.23
Pork loins	1.09	.97	.82	.71
Bellies, light	.73	.67	.59	.52
Bellies, heavy	.....	.....	.19	.45
Fat backs	.....	.04	.10	.16
Plates and jowls	.05	.05	.06	.07
Raw leaf	.06	.07	.07	.07
P. S. lard, rend, wt.	.49	.52	.46	.43
Spare ribs	.05	.05	.05	.04
Regular trimmings	.04	.04	.05	.04
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$4.28	\$4.16	\$3.88	\$3.75
Total cutting yield	67.50%	68.50%	70.00%	71.00%
Crediting edible and inedible offal to the totals the cost of well finished live hogs of the results are secured:				
Loss per cwt.	\$ .15	\$ .31	\$ .49	\$ .48
Loss per hog	.26	.62	1.17	1.38

above cutting values and deducting from these weights shown, plus all expenses, the following

# WEPSCO

## A Step Ahead

*—the most important  
in a great many years!*

The makers of WEPSCO steel packingplant equipment are constantly striving to perfect their products to the highest possible degree — making any change and taking any steps that will produce a more efficient, longer lived, or more economical piece of equipment.

Because of these efforts, the popularity of WEPSCO equipment has greatly increased, the demand being so great that our former functions have been completely eclipsed by the manufacture of WEPSCO equipment.

In order to remove any doubt and definitely identify ourselves as the makers of WEPSCO packingplant equipment we are changing our firm name to WEPSCO STEEL PRODUCTS COMPANY. We trust that this step will avoid any future misconception of the functions of this organization.

# WEPSCO

**STEEL PRODUCTS CO.**  
FORMERLY

**Western Pipe & Steel Co.**

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**of Illinois**

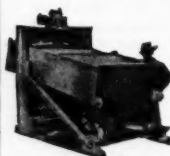
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## Grinders — Screens for By-Products



Heavier construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings, etc., let us tell you about the "KAMTAP" vibrating screen.

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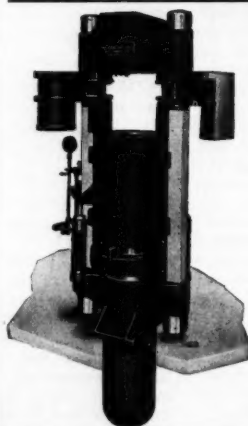
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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—While there was some trading in the tallow market in the East the past week at 2½c f.o.b. for extra, or unchanged from the previous sales, volume was not disclosed. At times there were intimations of a fair business passing, but the undertone, nevertheless, continued heavy. In fact, some of the well informed factors reported that demand the last few days was quiet, and the market easier. They stated that bids of 2c would probably bring out supplies.

The absence of a broader demand at New York was somewhat surprising in view of the activity in toilet soap demand the past few weeks, the result of the new tax. However, leading soapers confirmed having made heavy sales and deliveries, and this created the impression that soapers have been eating into their supplies of raw materials. Some moderate export clearances were made of tallow this week from New York to Glasgow.

At New York, special was quoted 1½c; extra, 2½c; edible, 2½@3c nominal.

At Chicago, the tallow market was quiet but steady, with limited interest in nearby supplies. The market was practically bare of information on later deliveries. Inquiries were fairly good for July-August shipment, but buyers and sellers were apart. At Chicago, edible was quoted at 3c; fancy, 2½c; prime packer, 2½c; No. 1, 2½c; No. 2, 1½@1½c.

At Liverpool, Argentine beef tallow, June-July shipment, was quoted at 21s 6d, off 9d; Australian good mixed, 20s, up 3d. There was no London tallow auction this week.

**STEARINE**—While trade in the East was quiet in stearine, the market was distinctly firmer. Offerings were limited. Oleo at New York was quoted at 3½c. At Chicago, the market was quiet but steadier, with oleo quoted at 3½c.

**OLEO OIL**—Demand was moderate, and the market was about steady at New York. Extra was quoted at 4½@5½c; prime, 4@4½c; lower grades, 4c. At Chicago, demand was moderate, and the market steady. Extra was quoted at 4½c.

See page 37 for later markets.

**LARD OIL**—Buying was of a hand-to-mouth character. As a result quotations were largely nominal. Edible at New York was quoted at 8½c; extra winter, 6½c; extra, 6c; extra No. 1, 5½c; No. 1, 5½c; No. 2, 5½c.

**NEATFOOT OIL**—Demand was fair, but mostly for nearby delivery. This made for a steady undertone. At New York, pure was quoted at 7½c asked; extra, 6c; No. 1, 5½c; cold test, 11½c.

**GREASES**—Operations in the grease market at New York the past week were on a rather limited scale and prices, on the whole, were easier. Lack of activity and demand and heaviness in tallow counted against greases, but offerings appeared to be a little freer.

While some were anticipating a better demand from soapers, owing to reports of large sales of toilet soaps prior to the Government tax, the latter, as yet, has failed to find reflection in demand for greases. However, some pick-up in the near future would not be surprising, particularly should tallow develop a steadier trend.

At New York, house was quoted at 1½@1½c, according to seller; yellow, 1½@1½c; A white, 1½@1½c; B white, 1½@1½c; choice white, 2@2½c.

At Chicago, while a steady market prevailed in greases, demand for nearby shipment was limited. Choice white grease was quiet but steady, bids slightly under the market failing to attract sellers. At times a broader trade developed on medium and low grade stocks. At Chicago, brown was quoted at 1½c; yellow, 1½@1½c; B white, 1½c; A white, 1½c; choice white, all hog, 2c.

## By-Products Markets

Chicago, June 23, 1932.

### Blood.

Blood market continues quiet. Prices are quoted nominally at 75@90c.

	Unit	Ammonia.
Ground and unground .....	\$	.75@.90n

### Digester Feed Tankage Materials.

Market is slow on high grade ground. Prices are nominal.

	Unit	Ammonia.
Unground, 11½ to 12% ammonia..	\$	.65@.75 & 10c
Unground, 6 to 8% ammonia .....	\$	.65@.75 & 10c
Liquid stick .....	\$	.50@.60

### Dry Rendered Tankage.

Demand continues fair. Low testing material in best demand.

Hard pressed and exp. unground .....	\$	.27½@.30
Soft prod. pork, ac. grease & quality, ton .....	\$	@13.00
Soft prod. beef, ac. grease & quality, ton .....	\$	@10.00

### Packinghouse Feeds.

Few sales being made. Inquiries continue fair.

	Per Ton.
Digester tankage, meat meal .....	\$ @20.00
Meat and bone scraps, 50% .....	@20.00
Steam bone meal, special feeding .....	@20.00
per ton .....	@22.00
Raw bone meal for feeding .....	@22.00

### Fertilizer Materials.

Packers' ground 10 to 11 per cent continues to be offered at 90c per unit of ammonia.

High grd. ground 10@12% am..	@\$.90 & 10c
Low grd. and ungr. 6-9% am..	@.90 & 10c
Bone tankage, ungrd., low gd., .....	
per ton .....	10.00@12.00
Hoof meal .....	@.90

### Bone Meals (Fertilizer Grades).

Market remains unchanged. Trading is slow.

Steam, ground, 3 & 50 .....	\$ @21.00
Steam, unground, 3 & 50 .....	@12.00

### Gelatine and Glue Stocks.

Little trading is being done. Prices are mostly nominal.

	Per Ton.
Klip stock .....	\$10.00@12.00
Calf stock .....	15.00@18.00
Skins, plizles .....	8.00@10.00

Horn piths .....	16.00@17.00
Cattle jaws, skulls and knuckles .....	18.00@19.00
Hide trimmings (new style) .....	4.00@ 6.00
Hide trimmings (old style) .....	6.00@ 8.00
Pig skin scraps and trim., per lb. ...	2@2½c

### Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade .....	\$30.00@150.00
Mfg. shin bones .....	65.00@110.00
Cattle hoofs .....	10.00@ 12.00
Junk bones .....	@12.00n

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Animal Hair.

Buyers showing little interest. Prices largely nominal.

Summer coil and field dried .....	¾@ 1c
Winter coil dried .....	¾@ 1c
Processed, black winter, per lb. ....	.4 @ ¾c
Processed, grey, winter, per lb. ....	.3 @ ¾c
Cattle, switches, each* .....	¾@ 1½c

\*According to count.

### LARD EXPORTS TO MEXICO.

Exports of lard and neutral lard from the United States to Mexico by customs district during May, 1932:

To Mexico:	Lbs.	Value.
New Orleans .....	3,700	\$214
San Antonio .....	1,872,322	90,970
El Paso .....	23,822	1,435
San Diego .....	16,523	1,900
Arizona .....	81,322	4,710
Total .....	1,990,889	\$107,496

### FERTILIZER COMPANIES MERGE.

Plans have been perfected for the merging of Armour Fertilizer Works and the Virginia-Carolina Chemical Corporation, the assets of the two companies now engaged in the fertilizer business to be transferred to a Delaware corporation to be known as Virginia-Carolina Fertilizer Corporation.

The major consideration in bringing the two companies together in one corporation is reported to be for the purpose of inaugurating economies believed to be impossible of accomplishment by either company acting alone.

Armour Fertilizer Works is a wholly-owned subsidiary of Armour and Company of Delaware. It was originally organized with a view to utilizing various by-products of the packing business of Armour and Company. Since the company was organized, however, the nature of the fertilizer business has so changed that the company's manufacturing activities are now based almost wholly upon chemical processes having little or no relation to the by-products of the packinghouse. The proposed merger enables Armour and Company to pursue a policy of disassociating itself from the operation of business not directly related to the manufacture and sale of packinghouse products.

Subsidiary companies not engaged in the fertilizer business and certain un-employed real estate and surplus cash assets are not included in the merger. Each of the companies will contribute to the new company \$9,000,000 in cash, inventory, and receivables, together with its respective fertilizer plants, brands, good will and equipment.

The effective date of the transfer of assets of the two present corporations

to the new corporation is to be not later than August 31, 1932.

At the organization meeting of the stockholders of the new corporation, a board of directors consisting of not less than ten members will be elected, and Charles G. Wilson of Richmond, Virginia, now president of the Virginia-Carolina corporation, will be elected chairman of the new board, and John E. Sanford, of Chicago, Illinois, now president of Armour Fertilizer Works, president of the new corporation. The general offices of the new company will be located in Richmond, Va.

On the basis of present activities, the new company will market a sales volume, on a tonnage basis, of 16.7 per cent of the total fertilizer business of the United States. At the present time there are more than 700 independent fertilizer operators in the United States, with a total of 832 plants engaged in manufacture. The overcapacity of the industry is such that it could produce almost double the amount of mixed fertilizers now being manufactured.

#### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)  
New York, June 22, 1932.

This market has been well cleaned up of dried blood, sales having been made at around \$1.10 per unit f.o.b. New York and under, of all spot stocks with some sales being made at this price for July and August shipments.

Ground tankage sold at \$1.20 & 10c f.o.b. basis New York for June and July shipment. Unground is selling at from 85c & 10c to \$1.00 & 10c f.o.b. depending upon the quality.

Foreign sulphate of ammonia is offered and being sold at \$17.00 per net ton c.i.f. U. S. ports for fall and winter shipment from Europe in bulk with sellers furnishing an anti-dumping certificate. There is very little demand for sulphate of ammonia for prompt shipment.

Unground cracklings 50/55 per cent protein are selling around 20c per unit, a little more or less according to the production.

#### COTTON SEED FREIGHT RATES.

Carload freight rates on cotton seed within Arkansas should be brought up to the level of interstate rates in order to remove prejudice against oil mills at Memphis, Tenn., the Interstate Commerce Commission has decreed.

In 1923 the railroads attempted to make intrastate cotton seed freight rates in Arkansas equal the scale applying from points in Arkansas to Memphis, with the exception of the Mississippi bridge toll. The Arkansas Railroad Commission suspended operation of these rates, and this suspension was enjoined by the Federal courts until the Supreme Court held that the Arkansas commission had power over intrastate rates in the absence of a specific finding by the Interstate Commerce Commission that interstate traffic was prejudiced by lower rates within the State.

Such a specific finding has now been made by the I. C. C., and the Arkansas commission has indicated that it will not now object to establishment of the new rates.

#### GERMAN OIL TARIFF POLICY.

Germany levies a generally higher scale of duties on imports of edible oils and fats and lower ones, or none at all, on those intended for industrial use, according to the U. S. Department of Agriculture. It appears, however, that this discrimination is intended more as a protection and encouragement of domestic oil seed crushing and processing industries than as protection of domestically-produced products, such as butter and lard, since the system places only a moderate tax on the margarine industry.

The country does most of its own refining and produces a large amount of margarine, and in actual practice does not import much oil as such. It is estimated roughly that only 15 per cent of utilization is in the form of imported oils, while exports account for about 20 per cent of the product of domestic crushing mills.

Oils bearing low rates, or no duties at all, are classified in the German tariff register as "oils unfit for human consumption," "officially denatured," or "imported on special permit for the manufacture of soap under official control," or other categories covering oils intended for industrial purposes. However, edible oils and fats for use in the production of margarine pay only the low rates of 1.25 to 2.50 marks per metric quintal (1c to 3c per lb.). The general effect of the higher duties on edible oils seems to be that the bulk is secured from domestic crushing, with relatively small quantities being imported at the higher rates of duty. Imports of that character appear to be chiefly special oils not so readily crushed in Germany, or oils on which the tariff on edible grades is not too high, as for example, soya bean oil.

Some edible oils are imported under special permit for the manufacture of soap under official control, in which instance they pay no duty. Only soap factories known to customs authorities are allowed that privilege, and their plants are inspected to check up the use of such oils. The comparatively small tariff on edible oils and fats for use in the manufacture of margarine is explained by the fact that Germany has a large mass of consumers with low purchasing power whose interests weigh heavily as against those of agricultural producers.

There appears to be little difference in prices paid by manufacturers of margarine and by industrialists such as soap makers for an edible oil like coconut oil, which goes into both products. Such comparatively small quantities of edible oil are admitted that may have no influence on the internal market price.

Raw coconut oil can be bought by both soap and margarine manufacturers at the same world market price and imported free of duty, since it is raw oil unfit for human consumption. The soap factory can use the raw oil directly but the margarine factory must first refine it to make it edible. The cost of the oil to the margarine plant is thus increased by the cost of refining, but this obviously has nothing to do with the tariff. In practice, in Germany the copra is probably crushed in Hamburg and the raw oil sold from there. In the case of soya bean oil, the situation is slightly different. Raw soya

bean oil is edible. If imported by a soap manufacturer and a margarine manufacturer, the former would pay no duty, but the latter would have to pay 2.50 marks per 100 kilos (3c per lb.). This duty, however, appears so small as to have little influence in causing a spread between the cost prices, particularly since soya beans are crushed in very large volume in Germany. It appears, however, that foreign soya bean oil exporters are able to compete in the German market.

#### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)  
Memphis, Tenn., June 22, 1932.

Cottonseed meal market was under pressure during the entire session today. The opening was weak, and the first sales were under yesterday's closing bid prices, August selling at \$11.40. Finally the market declined on an average of about 35c. September, which closed at \$11.85 yesterday, closed at \$11.50 and was offered after the last sale at \$11.45. July meal sold early at \$11.20, but was not salable at that price on the close. Some trading was done between July and January at \$1.25 premium on the January.

During the forenoon grain, stocks and cotton were all down. There was a sharp recovery in the grain market, but this failed to stimulate any advance in cottonseed meal. As a matter of fact, the market appears to be running into liquidation. July, which is the last month in the fiscal year of the oil mills, is approaching with rather heavy stocks on hand and a very light demand. Deliveries promise to be rather heavy in that period due to the lack of interest on the part of the consuming trade.

The feed business as a whole is dull. Mill feed markets today scored new lows for the season. With these features in the market it is difficult to sustain or advance values in spite of the fact that the price of cottonseed meal, like many other commodities, is apparently extremely low. Trading today was active, 2,200 tons changing hands. The close of the market was weak with more sellers than buyers at the prevailing price level.

Cotton seed market failed to share in the activity of the meal market, and the market was down 25c a ton on the bid prices. Offerings were also reduced materially. There was little or no trading to speak of.

#### CONTINUES JACKSON OFFICE.

Offices of the Mississippi Division of the National Cottonseed Products Association will be maintained at Jackson, Miss., according to a statement following the annual association convention. This decision of the association officers was made in the wake of the transfer to Memphis of S. M. Harmon, executive secretary, who becomes secretary of the National Association. Merger of the Mississippi office with another division headquarters at Memphis had been considered.

R. G. Fuller, prominent Laurel, Miss., mill operator, was elected chairman of the Mississippi Division, with W. F. Guinee, Greenville, as vice chairman. Mr. Fuller will be in charge of the state office at Jackson.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade More Active—Undertone Easier—Support Less Aggressive—Cash Trade Moderate—Crude Holding—Weather Showery—Crop Reports Mixed.**

The cottonseed oil future market the past week was somewhat irregular, but developed an easier trend on the whole, with trade more active. The recent aggressive support was less in evidence in the nearby deliveries, and July, after narrowing to 26 points under January, widened again to 33 points under. This was due to scattered commission house liquidation which came on the market partly outright and partly in the way of switching to the later months through brokers with wire house connections.

Shorts and refiners' brokers were buyers of July, partly against sales of the later months. It was said that there was some fresh selling of July in the New York ring. This was supposedly against actual oil, as pit brokers contended that the future market was the best place to sell oil at the moment. This selling probably forecasts moderate deliveries on July contracts.

Commission houses were on both sides in the later months. There was some buying on persistent showery weather in the South, and firmness at times in cotton and lard. The western lard market again developed a reactionary undertone this week.

### Cash Trade Routine.

Cash oil and compound trade again was reported routine and moderate on the whole. It continued quite apparent that compound business was still meeting stiff competition from the relative cheapness of lard, and due partly to the economic situation. As a result the trade is more or less satisfied that consumption during the present month will most likely run slightly below that of the same month last season.

There was no pressure of crude oil, and consequently the market was very steady in tone. Southeast and Valley were quoted at 2½¢@3¢; Texas, 2½¢@2½¢. The U. S. Department of Commerce placed exports of crude cotton oil during May at 143,210 lbs., against 753,001 lbs. last year; exports of refined

cotton oil, 1,423,095 lbs., against 1,409,142 lbs. last year.

The weather in the South was showery throughout the week, and weevil complaints from the eastern territory were more plentiful. In the western belt, conditions were rather satisfactory in the main. The weekly weather report said: "Generally the weather during the past week was favorable for cotton in the western half of the belt, but unfavorable because of too much rain in much of the East. Temperatures averaged near normal in the eastern belt, but decidedly above normal in the west."

### Weather Unfavorable in Spots.

"In the Southeast, especially in Georgia, there has been entirely too much rain, with many complaints of lack of cultivation, sappy growth and unusually favorable conditions for weevil activity. In Texas, the warmer weather was helpful although the crop is shedding badly where not irrigated in the grassy southern half of the state."

## SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

### New Orleans.

New Orleans, La., June 23, 1932. — Cotton oil is weaker in the face of higher hogs and lard, but still considerably below a parity with lard. July liquidation of New York contracts at declining prices and favorable cotton weather are depressing the markets for crude and refined. Crude is barely steady at 2½¢ lb. for Texas and 2½¢ lb. for Valley. Bleachable is in fair demand.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 23, 1932. — Crude cottonseed oil, 2½¢ lb.; forty-one per cent protein cottonseed meal, \$10.70; loose cottonseed hulls, \$1.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 23, 1932. — Prime cottonseed oil, 2½¢@2½¢; forty-three per cent meal, \$16.00; hulls, \$5.00; mill run linters, .65@¾¢.

"In Oklahoma progress was good, with cultivation advancing, although plants are late and small, especially in the Northwest. In the Mississippi Valley states, progress was rather poor in some places, particularly in parts of Tennessee and Mississippi, although in general it was satisfactory. In some sections there were a good many complaints of the weather being favorable for weevil activity."

During the past few weeks, it was very evident that refiners were supporting the market, and the contention had been made that this support would most likely continue until near the end of the present month for inventory purposes.

**COCOANUT OIL** — Demand was rather limited, so that the market continued dull. There was no pressure of supplies and prices held rather steadily. At New York, bulk oil was quoted at 3¢; tanks, 3½¢@3¼¢. At the Pacific Coast, tanks were quoted at 2½¢.

**CORN OIL** — Buying interest was in evidence, but buyers and sellers were slightly apart. Offerings were not large and were well maintained. Tanks f.o.b. Chicago were reported at 2.95¢ bid and 3.00¢ asked.

**SOYA BEAN OIL** — Consumer interest was again quiet, but offerings were not large. The market held fairly steady, with sellers' tanks New York quoted at 3.05¢; f.o.b. western mills, 2.70@2.80¢.

**PALM OIL** — The market was quiet and easier in spots, but generally there was little change in the situation during the week. Consumers continued to hold off, but there was very little increase in pressure from producers. At New York, spot Nigre was quoted at 3¢; shipment Nigre, 2½¢; spot Lagos, 3¼¢@3½¢; shipment Lagos, 2.65¢; 12½ per cent acid for shipment, 2.65@2.75¢; 20 per cent softs, 2.60@2.65¢.

**PALM KERNEL OIL** — Consumer demand continued small and more or less routine in character. As a result prices were steady. Bulk oil at New York was quoted at 3½¢.

**OLIVE OIL FOOTS** — There was no activity in this market, with demand generally limited. Sellers' ideas were



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

maintained, with spot and shipment New York quoted at 4% @ 4% c.

**RUBBERSEED OIL**—Market nom.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—The situation was more or less routine. Demand was quiet, but prices were steady. Tanks f.o.b. southern mills were quoted at 2% @ 3c.

**COTTONSEED OIL**—Store oil demand at New York was slow, and the market barely steady with futures. Southeast and Valley crude, 2% @ 3c; Texas, 2% @ 2% c.

Market transactions at New York:

Friday, June 17, 1932.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot .....				340 a	.....
June .....				350 a	380
July .....	5	371	371	370 a	375
Aug. ....				365 a	385
Sept. ....	1	380	380	380 a	.....
Oct. ....				382 a	388
Nov. ....				384 a	394
Dec. ....	10	395	395	392 a	397
Jan. ....	23	400	399	400 a	404

Sales, including switches, 39 contracts. Southeast crude, 2% @ 3c.

Saturday, June 18, 1932.

Spot .....				332 a	.....
June .....				350 a	.....
July .....	2	376	376	376 a	.....
Aug. ....				370 a	380
Sept. ....	1	381	381	381 a	.....
Oct. ....				384 a	386
Nov. ....				385 a	395
Dec. ....				392 a	398
Jan. ....	1	402	402	402 a	.....

Sales, including switches, 4 contracts. Southeast crude, 2% @ 3c.

Monday, June 20, 1932.

Spot .....				350 a	.....
June .....				355 a	380
July .....	7	380	377	376 a	379
Aug. ....				370 a	380
Sept. ....	6	385	383	385 a	390
Oct. ....				388 a	395
Nov. ....	1	396	396	390 a	399
Dec. ....	4	400	396	394 a	399
Jan. ....	8	405	405	402 a	404

Sales, including switches, 26 contracts. Southeast crude, 2% @ 3c.

Tuesday, June 21, 1932.

Spot .....				350 a	.....
June .....				350 a	.....
July ....	13	375	370	373 a	374
Aug. ....				370 a	380
Sept. ....				378 a	386
Oct. ....				380 a	390
Nov. ....				382 a	392
Dec. ....	4	397	390	390 a	395
Jan. ....	5	400	399	399 a	401

Sales, including switches, 22 contracts. Southeast crude, 2% @ 3c.

Wednesday, June 22, 1932.

Spot .....				330 a	.....
June .....				330 a	.....
July ....	12	367	361	362 a	367
Aug. ....				360 a	380
Sept. ....	2	377	377	376 a	381
Oct. ....	3	380	380	378 a	383
Nov. ....	1	384	384	380 a	388
Dec. ....				385 a	392
Jan. ....	15	395	394	396 a	398

Sales, including switches, 33 contracts. Southeast crude, 2% @ 3c nom.

Thursday, June 23, 1932.

Spot .....				330 a	.....
July .....				366 a	375
Sept. ....				376 a	383
Dec. ....				385 a	395
Jan. ....				397 a	402

See page 37 for later markets.

## MAYONNAISE PRODUCTION UP.

Production of mayonnaise, salad dressings and related products increased 6.6 per cent during 1931, compared with the previous year, according to a report made public recently by the U. S. Department of Commerce. In the three previous surveys, it was made clear, the majority of the comparisons were made on the basis of value. Because of the decline in commodity prices during 1931, volume rather than value was used in comparing activities during that year.

Seventy-eight manufacturers, who together produced about 70 per cent of the commercial production of these items, increased their volume 6.6 per cent during 1931 over the previous year. The principle increase and on a percentage basis was registered by salad dressing, which reflects the tendency toward less expensive articles of diet. However, the miscellaneous classification, consisting mainly of thousand island, French and Russian dressings, also increased substantially despite the high value. The following table shows the production of these 78 firms, compared with production for the 1930.

### MAYONNAISE AND SALAD DRESSING PRODUCTION.

	1931. Gallons.	1930. Gallons.
Mayonnaise .....	11,484,304	11,325,511
Salad dressing .....	4,414,313	3,370,565
Sandwich spreads .....	2,300,553	2,570,756
Thousand island, French, Russian, etc. ....	1,202,507	903,319
Total .....	19,401,677	18,260,151

One hundred and seven concerns segregated their figures to give production by varieties and their combined figures are presented in the following tabulation. The proportion of the total output consisting of mayonnaise, and also that of sandwich spreads, has decreased steadily during the past three years. In the case of mayonnaise this is not due to any decrease in production—as a matter of fact mayonnaise production has increased—but is caused by the rapidly increasing pack of salad dressing.

### PRODUCTION BY VARIETIES.

	1931. Gallons.	Value.
Mayonnaise .....	12,148,932	\$22,600,006
Sandwich spreads .....	2,099,070	4,519,156
Salad dressing .....	5,788,578	5,932,810
Thousand island, French, Russian, etc. ....	1,314,146	2,708,601
Total .....	21,940,726	\$35,855,173

The percentage of mayonnaise and related products distributed through manufacturers' wagons or wagon distributors increased to 71.2 per cent of the total during 1931, compared with 66.7 per cent in 1930, according to figures furnished for both years by 80 concerns. Of the total volume of these 80 concerns, representing roughly 70 per cent of the factory made commercial production, 46 per cent was distributed through chain stores in 1931, compared with 42 per cent in 1930.

Manufacturers reporting sales of \$33,208,739 stated that their returned sales amounted to \$689,743, or 2.1 per cent of the total.

Under the heading of labeling practices, concerns producing 21,953,263 gallons, packed 20,608,775, or 93.9 per cent, under their own labels; 1,285,737, or 5.9 per cent under buyers' labels, and 58,851 or .2 per cent unlabeled.

## COTTON OIL MILL SALES.

Sales to wholesalers make up 45.1 per cent of the value of the sales by mills engaged primarily in making cottonseed oil, cake and meal. Data collected for the Census of Distribution by the U. S. Department of Commerce show that of the total sales of these mills in 1929, amounting to \$267,822,000, \$120,824,000 worth was sold in this way.

The sales to consumers, such as refiners; soap, food and other manufacturers; farmers and feeders; individuals, etc., amounted to 43.8 per cent of the total sales, or \$117,349,000.

Other sales were made as follows: To retailers, 5.9 per cent, or \$15,778,000; to manufacturers' own retail branches, 0.7 per cent, or \$1,736,000.

Mills sold 4.5 per cent, or \$12,135,000 worth of goods, to their own wholesale branches. (A part of this amount may be the value of goods transferred to other plants of the same company.) This report does not show the distribution of sales of these branches.

Of the above sales, except those to manufacturers' own sales branches, \$119,511,000 was made through manufacturers' agents, selling agents, brokers, or commission houses. Sales through such agents were reported by 338 mills, 27 of which sold their entire output through them.

Total value of shipments or deliveries by the mills is \$30,554,000 less than the value of products reported by the industry. This difference is explained by the fact that neither interplant transfers, valued at \$28,938,000, nor custom ginning and contract work (labor performed on materials owned by others), amounting to \$1,616,000, was included in sales. There are 159 mills which reported custom ginning and contract work, and the reports of 79 mills showed interplant transfers.

## LA. BILL PASSES HOUSE.

Louisiana house bill No. 58, to tax margarine 10c lb., including a sales tax on some other commodities, was reported favorably by the ways and means committee after changing the amount of the tax to 3c lb. The revised bill has been passed by the house. It has not yet been acted on by the senate. Cottonseed oil interests in the South are opposing passage of the bill in the senate.

## MISS. BILL NOT APPROVED.

Mississippi house bill No. 634, to tax margarine 5c lb., although passed by the house and senate, was neither approved or vetoed by the governor, and hence does not become a law. The governor has three days to approve or veto the bill after the convening of the next legislature. Unless there is a called session of the legislature, the governor can not act on the bill until the legislature meets in January, 1934.

## HULL OIL MARKETS.

Hull, England, June 22, 1932.—(By Cable.)—Refined cottonseed oil, 21s 6d; Egyptian crude cottonseed oil, 19s.

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were stronger the latter part of the week on firmness in hogs, increased outside buying power, moderate hog arrivals, and a fair cash trade. Corn-hog ratio has widened to 15 to 1, against 12 to 1 recently. Hogs are up one dollar per hundred pounds from recent levels.

#### Cottonseed Oil.

Cotton oil was quiet and steady on lighter offerings, less liquidation and better lard and cotton markets. Cash trade was slow and sentiment divided. Weather in the South is more favorable. Weevil situation is being watched closely.

Quotations on bleachable cottonseed oil at New York Friday noon were:

June, \$3.45; July, \$3.65@3.72; Aug., \$3.60@3.80; Sept., \$3.75@3.83; Oct., \$3.77@3.85; Nov., \$3.80@3.90; Dec., \$3.93@3.97; Jan., \$3.97@4.00.

Prime summer yellow unquoted.

#### Tallow.

Tallow, extra, 2½¢ f.o.b.

#### Stearine.

Stearine, 3½¢.

#### Friday's Lard Markets.

New York, June 23, 1932. — Lard, prime western, \$4.70@4.80; middle western, \$4.50@4.60; city, 4¼@4½¢; refined continent, 5½¢; South American, 5½¢; Brazil kegs, 6½¢; compound, 6¼¢.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, June 24, 1932.—General provision market steady and firm. Fair demand for hams; picnics, lard slow.

Friday's prices were as follows: Hams, American cut, 70s; hams, long cut, 76s; shoulders, square, none; picnics, 52s; short backs, 64s; bellies, clear, 47s; Canadian, 52s; Cumberlands, none; spot lard, 38s 6d.

### FOOD PRICES LOWER.

Retail prices of food showed an average decrease of about 2½ per cent for the month ended May 15, 1932, compared with the previous month and an average decrease of 16¼ per cent compared with the same month a year ago. During the month just ended pork chops declined 7 per cent, butter 6 per cent, plate beef and lard 5 per cent, sliced bacon 4 per cent, cheese and vegetable lard substitute 3 per cent, rib roast, chuck roast, sliced ham, leg of lamb and oleomargarine 2 per cent and sirloin steak and round steak 1 per cent. Strictly fresh eggs increased 1 per cent in price. No other increases were reported on packinghouse products.

Wholesale price decreases were reported for butter, cheese, meats, lard and vegetable oils. No increases were recorded. For the food group as a whole, the decrease was 2¼ per cent when compared with May.

### EUROPEAN PROVISION CABLES.

Cable advices to the Department of Commerce for the week ended June 18, 1932, report business at Hamburg as slow. Demand for refined and prime steam lard was medium. Other markets were rather quiet. Prices per 100 kilos: refined lard, \$11.87½; prime steam lard, \$10.87½. Receipts of lard for the week were 1,450 metric tons, of which 1,350 metric tons came from the United States, and 100 metric tons from Denmark. Arrivals of hogs at 20 of Germany's most important markets

were 77,000 at a top Berlin price of 8.22 cents a pound, compared with 94,000 at 10.38 cents a pound, for the same week of last year.

The Rotterdam market was slightly firmer. Oleo products, refined and prime steam lard were dull. Demand for vegetable oils was improving. Prices per 100 kilos: Extra neutral lard, \$13.00; extra premier jus, \$9.20; prime premier jus, \$9.10; refined lard, \$11.60; cottonseed oil, \$10.80.

The market at Liverpool shows little alteration. Stocks were light and demand was poor. Prices were steady.

The total of pigs bought in Ireland for bacon curing was 19,600 for the week, as compared with 19,800 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending June 15, 1932, was 148,000 as compared with 114,000 for the corresponding week of last year.

### VITAMINES IN MARGARINE.

Experiments made recently at the University of Chicago give some interesting results relative to vitamins in margarine. As tested on rats, animal fat margarine churned in whole milk was found equal to butter in vitamin A content. Margarine with coconut oil as the fat content was found very deficient in vitamin A. As tested by the cure of rickets in rats, the oleo-oil-lard-milk margarine studied was superior to butter in vitamin D content.

### TEST OKLAHOMA OLEO TAX.

A ruling of the Oklahoma state supreme court on the state oleomargarine tax bill is expected in time for the measure to be placed on the ballot at the first primary election on July 5. The last legislature passed a bill fixing a 10-cent a pound tax on oleo. A petition, circulated by meat packers, contested the law and made it inoperative until a vote is taken under the state referendum law.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 22, 1932, show exports from that country were as follows: To the United Kingdom, 116,742 quarters; to the Continent, 2,089 quarters. Exports the previous week were as follows: To England, 105,371 quarters; to Continent, 8,509 quarters.

### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended June 18, 1932, amounted to 8,799 metric tons, compared with 9,836 metric tons last week, and 6,357 metric tons for the same period last year.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

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# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., June 23, 1932.

**CATTLE**—Compared with a week ago: Strictly good and choice fed steers and yearlings, 25@50c higher, common and medium grades very uneven, about steady to killers; thin grassy kinds, 25c lower, these going mostly on stocker account; light heifer and mixed yearlings, strong to 25c higher, desirable dry-lot butcher heifers and dryfed cows sharing advance. Grass cows and heifers are weak to 25c lower; bulls, 25c higher; vealers, steady; extreme top fed yearling steers, \$8.25, new high on recent advance. Weighty steers topped for their class at \$8.10; strictly good and choice steers, \$7.50@8.00; bulk inbetweens, \$6.25@7.25; grassy kinds, \$6.25 down to \$4.50. Closing undertone was firm on grainfed steers, weak on others.

**HOGS**—Compared with one week ago: Market, 35@45c higher, heavier weights up most; packing sows, 25@35c up, smooth lightweight up more. Light supplies were main bullish factor, fresh pork trade resisting upturns. Week's top, \$4.25, paid today, 85c above recent low, highest in two months; bulk 180 to 280 lbs., \$4.05 and \$4.20; 290 to 370 lbs., \$3.85@4.10; 140 to 170 lbs., \$3.85@4.15; pigs, \$3.50@3.90. Medium grades were discounted 15@35c; packing sows, \$3.15@3.50; smooth lightweight, to \$3.70; extreme weights, down to \$3.00.

**SHEEP**—Compared with week ago: Fat lambs and yearlings mostly steady; choice kinds, 25c lower; slaughter ewes, unchanged. Twenty-seven doubles of range lambs arrived during week to date. Closing bulks follow: Good to choice native ewe and wether lambs, \$6.00@6.25; best, \$6.75; week's top, \$7.00, paid for both native and range lambs; choice 80- to 87-lb. Idahos, \$6.50; few, \$6.60 and \$6.75; native bucks, \$5.00@5.25; throwouts, \$4.00@5.00; fed yearlings, \$4.00@4.75; plain and grassy kinds, down to \$3.00 and below; fat ewes, \$1.50@2.00; choice lightweight, \$2.25.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., June 23, 1932.

**CATTLE**—Fed steer and yearling values are generally 25c over a week ago, with spots up more on weighty

offerings. Grass steers advanced slightly on Monday, but lost the edge at the close. Choice to prime 1,254-lb. fed steers reached \$7.85 for the week's top, while several choice lots scaling 1,175 to 1,400 lbs. went at \$7.50@7.75. Bulk of the fed arrivals cleared from \$6.25@7.25, while grassers brought \$3.85@5.50. Light mixed yearlings and fed heifers advanced around 25c, but slaughter cows moved slowly at steady to weak prices. Bulls ruled 15@25c higher, and vealers held about steady, with the late top at \$6.00.

**HOGS**—Limited receipts were responsible for an active trade to both shippers and packers, and values advanced 40@55c over a week ago. The late top reached \$3.80 on choice 170- to 190-lb. weights, the highest since April 21 this year. Late sales of good to choice 170 to 250 lbs. ranged from \$3.60@3.75, while 260- to 325-lb. weights went at \$3.30@3.65. A two-car lot of choice 507-lb. butchers brought \$3.00. Underweights were in demand, with 140- to 160-lb. averages going at \$3.40@3.75. Packing sows are fully 25c higher at \$2.50@3.00.

**SHEEP**—Fat lambs and yearlings met a slow trade and are closing at around 25c lower levels. Best fat lambs scored \$6.25 on Monday, but the late bulk went at \$5.75@5.85. Desirable yearlings made \$4.25 at the high time, while late arrivals sold from \$3.75@4.00. Sheep held about steady, most fat ewes selling at \$1.25@1.50.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, June 23, 1932.

**CATTLE**—Compared with one week ago: Good and choice steers, mixed yearlings and heifers, 25@50c higher; grass fed kinds and western steers, steady; cow stuff, mostly 25c lower, with some at the two extremes of the price range steady; bulls, 15@25c higher; vealers, 50c lower. Most native slaughter steers brought \$5.50@7.25; top yearling steers, \$7.65; best matured steers, \$7.50. Bulk of good steers made \$6.40@7.35, with western grass steers largely \$4.00@5.00. Majority of good and choice mixed yearlings and heifers cashed at \$6.15@6.60, with medium fleshed kinds \$5.00@5.85. Top heifers scored \$7.15, with best mixed up to \$6.75. Top cows held to the \$4.50 mark, with most beef kinds \$2.50@3.25; low cutters, \$1.25@1.75. Medium bulls closed at a top of \$3.00, with good and

choice vealers at \$5.75 late.

**HOGS**—Uneven advances of 35@50c resulted from reduced marketings and improved dressed pork prices. The hog top reached \$4.10 on Thursday—high day of the week—with bulk sales \$3.75@4.05; packing sows, \$2.85@3.10.

**SHEEP**—Lamb values declined 25c this week, with some sales 50c lower. Sheep held steady. Lambs topped at \$7.00 early in week, with the Thursday top at \$6.50. Bulk early earned \$6.00@6.25; common throwouts, \$3.00; fat ewes, \$1.00@1.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 23, 1932.

**CATTLE**—Continued moderate receipts resulted in most killing classes showing strength. Fed steers and yearlings showed the most advance, with an upturn for the week of 25@50c. Heifers gained 15@25c; cows, fully steady; bulls, strong to 10@15c higher. Vealers closed the week steady to 50c lower. Choice medium weight steers, 1,187 lbs. earned \$7.75. There were a number of loads, practically all weights, at \$7.35@7.50. Choice 735-lb. heifers earned \$6.60.

**HOGS**—Hog prices made a sensational spurt upward, traceable to broad shipping inquiry and a general reduction in supplies at leading market centers. Comparisons Thursday with Thursday show values 35@50c higher; pigs up 75c. Thursday's top reached \$3.75 with the following bulks: 160- to 250-lb. averages, \$3.50@3.75; 140- to 160-lb. selections, \$3.40@3.65; 250- to 350-lb. weights, \$3.25@3.65; packing sows, \$3.00@3.25; pigs, \$2.75@3.25.

**SHEEP**—Despite moderate movement marketward there has been a dull undertone to the lamb and yearling trade, and comparisons with last Thursday show values weak to 25c lower; other classes scarce and unchanged. Thursday, choice native lambs sold \$5.75@5.85; good clipped lambs, \$5.75@6.00; range slaughter lambs, up to \$6.00; good and choice ewes, \$1.25@1.75; good and choice fed yearlings, \$4.35@4.65.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., June 23, 1932.

**CATTLE**—Fat steers, yearlings and heifers gained 25@50c over a week ago. Bulk steers and yearlings sold \$5.75@7.00; load lots, \$7.25@7.40; practical top, \$7.60; part load yearlings, \$7.65. Most fed heifers brought \$5.75@6.25; load lots, \$6.30@6.55; top, \$6.75. Dry lot cows changed little. Bulk turned \$3.25@4.50; few, \$4.75. Grassy kinds lost 25@50c to cash mostly \$3.00 down. Bulls and vealers closed strong. Most medium bulls, \$2.25@2.65; few, \$2.75; vealers, mainly \$5.50@6.00; selects, \$6.50.

**HOGS**—Light receipts proved a bullish factor, and coupled with a broad shipping inquiry all classes of hogs show a 35@50c advance for the week. Thursday's top reached \$3.75; bulk 170- to 260-lb. weights, \$3.50@3.70; 260- to 350-lb. butchers, \$3.25@3.50; 140- to 170-lb. weights, \$3.40@3.60; packing sows, mostly \$2.85@3.15.

**SHEEP**—Despite light receipts, fat

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lamb values worked lower. Compared with a week ago, fat lambs were rated 15@25c lower; sheep, steady; bulk Idaho range lambs, \$5.75@6.10; natives, mostly \$6.00@6.10; medium 72-lb. Ore-gons, \$5.25; medium and good clipped yearlings, \$4.00@4.50.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., June 23, 1932.

**CATTLE**—Grain fed steers and yearlings sold 25@50c higher again this week, light yearlings and heifers sharing the upturn. Grassy offerings of all classes were sluggish and under pressure much of the time, closing barely steady. Best fed cows show little change, but grassy kinds were weak to 15c lower; bulls, firm; calves and wealers, 25c to mostly 50c higher. Week's top was \$7.50, paid for 916-lb. and 1,138- and 1,306-lb. steers, bulk fed steers and yearlings, \$6.35@7.25; some 23 loads Texas and Kansas grassers, \$4.40@5.60; light yearlings, including heifers, mostly \$5.50@6.50; choice 337-lb. mixed yearlings, \$7.25; best 661-lb. load-lots heifers, \$6.40, few \$6.50. Beef cows bulked at \$2.75@4.00, choice individuals up to \$5.00; cutter grades, \$1.35@2.50; bulls, \$2.25@2.50; top wealers, \$5.50.

**HOGS**—Hog prices advanced sharply this week, and are now 35@50c higher than a week ago, best light hogs showing maximum upturn. Top today was \$3.75, highest locally since late April. Bulk good and choice hogs 160 to 300 lbs., \$3.25@3.70; light lights, \$3.25@3.65; medium quality hogs, all weights, \$3.00@3.50; sows, mostly 15@25c higher; top, \$2.90; bulk, \$2.50@2.85.

**SHEEP**—Compared with this date last week, fat lambs are mostly steady. Monday's market was around 25c higher, choice lambs at \$6.40 that day. Best lambs were quotable today at \$6.10; sheep's bulk sales natives and range lambs, \$5.50@6.10, mostly \$5.85 down today. Other classes show little change; choice yearlings very scarce; medium to good kinds, mostly \$3.50@4.50; few fat ewes, \$1.50 down.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended June 18, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 18.....	158,000	460,000	397,000
Previous week.....	158,000	471,000	398,000
1931.....	200,000	501,000	309,000
1930.....	185,000	588,000	245,000
1929.....	181,000	640,000	285,400
1928.....	195,000	628,000	304,000
<b>Hogs at 11 markets:</b>			
Week ended June 18.....		386,000	
Previous week.....		388,000	
1931.....		440,000	
1930.....		523,000	
1929.....		551,000	
1928.....		547,000	
<b>At 7 markets:</b>			
Week ended June 18.....	115,000	330,000	200,000
Previous week.....	120,000	329,000	184,000
1931.....	161,000	392,000	217,000
1930.....	147,000	456,000	178,000
1929.....	130,000	475,000	198,000
1928.....	150,000	471,000	212,000

### CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., June 23, 1932.

Hog prices at 21 concentration points and 7 packing plants in Iowa and Minnesota continued to advance in a succession of active markets for which abnormally light receipts were largely responsible. With the market advancing daily selling interests were very slow to dispose of hogs even at the full upturn. Compared with a week ago, current quotations are 30@35c higher, all weights and grades coming in for the advance. Late bulk of 180- to 230-lb. weights, \$3.50@3.75; 240- to 280-lb. weights, \$3.40@3.65; packing sows, \$2.70@3.00.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended June 23, 1932, with comparisons:

	This week.	Last week.
Friday, June 17.....	19,500	20,800
Saturday, June 18.....	17,400	22,200
Monday, June 20.....	38,200	45,100
Tuesday, June 21.....	10,800	18,100
Wednesday, June 22.....	14,200	19,300
Thursday, June 23.....	12,300	20,800

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

### Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from 1/4c to 1c under the market.

A car sold at 1/4c under the market costs the seller \$37.50; at 1/2c under he loses \$75.00; at 3/4c under he loses \$112.50; at 1c under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

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Watch "wanted" page for bargains in equipment.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., June 22, 1932.

**CATTLE**—Better grade dryfed steers and yearlings have worked 25@50c or more higher during the week; most other slaughter classes steady to 25c higher. Several lots of choice steers and yearlings sold at \$7.25@7.50; bulk of all weights, \$6.00@7.00; plain and grassy kinds, \$4.00@5.50. Better yearling heifers sold at \$6.00@6.60; bulk butcher heifers, \$3.75@5.00; bulk cows, \$3.00@4.00; grassy kinds, mostly \$3.25 down; low cutters and cutters, \$1.50@2.50; bulls, \$3.00 down; wealers, mostly \$3.50@6.00.

**HOGS**—Hog prices are 25@40c higher for the week, better 170 to 220 lbs. selling today at \$3.65; most 220 to 275 lbs., \$3.25@3.65; one load 245-lb. weights, \$3.70; heavier butchers, down to \$3.00. Packing sows bulked at \$2.75@3.00; pigs, \$3.00@3.25.

**SHEEP**—Fat lamb prices have declined during the week, bulk better natives selling today at \$5.75; buck lambs, mostly \$4.75; common throw-outs, \$3.50@4.00; yearling ewes, \$3.00@4.00; slaughter ewes, \$1.50 down.

### MEXICAN HIDE DUTIES.

Mexican export duties on untanned, fresh and dried goat, kid and cattle hides and skins were reduced one-half by a decree published and effective May 28, 1932. The new rates, in Mexican pesos per gross kilo, are as follows, old rates being shown in parentheses: Fresh and dried goat skins, untanned 0.10 (0.20); fresh and dried kid skins, untanned, with a maximum weight of 300 grams, 0.05 (0.10); fresh cattle hides, untanned, 0.025 (0.05); and dried cattle hides, untanned, 0.05 (0.10). In addition to the basic rates of import duty, the general surtax of 2 per cent also applies.

### U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, June 17, 1932, as reported to THE NATIONAL PROVISIONER:

	Week ended June 17.	Prev. week.	Cor. 1931.
Chicago.....	91,340	110,262	90,294
Kansas City, Kan.....	82,496	98,475	43,584
Omaha.....	35,499	48,120	45,702
St. Louis & East St. Louis.....	57,459	67,501	42,007
Sioux City.....	10,407	14,869	25,436
St. Paul.....	32,794	29,065	38,965
St. Joseph.....	21,188	21,359	14,281
New York and J. C.....	30,159	29,020	24,804
Total.....	341,351	386,758	334,133

### APR. CANADIAN SLAUGHTERS.

Inspected slaughter at leading Canadian centers during April, 1932:

	Apr. 1932.	Apr. 1931.
Cattle.....	43,302	48,107
Calves.....	46,612	52,844
Hogs.....	229,124	172,315
Sheep.....	29,874	20,906

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 18, 1932, with comparisons are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,067	1,445	3,588
Swift & Co.	3,299	900	6,623
Wilson & Co.	2,557	1,069	1,586
Morris & Co.	1,419	75	767
Anglo-Amer. Prov. Co.	1,195	75	75
G. H. Hammond Co.	1,689	75	75
Libby, McNeill & Libby.	367	75	75
Shippers	10,277	17,719	1,335
Others	10,022	28,415	5,012
Brennan Pkg. Co., 5,360 hogs; Independent Pkg. Co., 90 hogs; Boyd, Lunham & Co., 310 hogs; Hygrade Food Products Corp., 2,238 hogs; Agar Pkg. Co., 4,577 hogs.			
Total	33,872	5,586	62,180

Not including 295 cattle, 1,245 calves, 35,490 hogs and 34,599 sheep bought direct.

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,458	3,294	5,190
Cudahy Pkg. Co.	2,437	3,907	6,767
Fowler Pkg. Co.	454	75	75
Morris & Co.	2,593	3,244	2,293
Swift & Co.	3,392	7,197	6,280
Wilson & Co.	2,772	3,548	5,173
Others	1,208	1,267	41
Total	15,404	22,157	25,734

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,672	9,435	7,335
Cudahy Pkg. Co.	3,312	7,006	14,803
Dold Pkg. Co.	954	6,328	434
Morris & Co.	1,541	835	2,795
Swift & Co.	4,231	4,287	9,879
Others	33,390	2,795	2,795
Eagle Pkg. Co., 14 cattle; Geo. Hoffman Pkg. Co., 61 cattle; Gr. Omaha Pkg. Co., 25 cattle; Omaha Pkg. Co., 89 cattle; J. Roth Pkg. Co., 68 cattle; So. Omaha Pkg. Co., 44 cattle; Lincoln Pkg. Co., 145 cattle; Nagle Pkg. Co., 163 cattle; Sinclair Pkg. Co., 456 cattle; Wilson & Co., 453 cattle.			
Total	10,228	61,860	34,812

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,740	643	4,635	10,577
Swift & Co.	1,680	1,741	4,222	10,829
Morris & Co.	601	628	434	1,843
Hunter Pkg. Co.	809	88	4,075	1,504
American Pkg. Co.	84	88	1,313	1,313
Hell Pkg. Co.	1,225	1,225	1,225	1,225
Krey Pkg. Co.	1,225	1,225	1,225	1,225
Sieloff Pkg. Co.	1,225	1,225	1,225	1,225
Shippers	4,096	3,219	23,965	7,674
Others	3,078	748	10,432	836
Total	12,548	7,059	52,569	34,463

Not including 3,182 cattle, 2,263 calves, 37,452 hogs and 4,539 sheep bought direct.

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,024	729	10,055	10,462
Armour and Co.	2,636	743	8,684	5,228
Others	572	11	7,858	7,858
Total	5,232	1,485	26,592	15,690

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,623	123	3,582	1,396
Armour and Co.	2,207	123	3,226	1,529
Swift & Co.	1,389	124	2,367	1,267
Shippers	1,614	23	14,190	1,190
Others	229	23	68	68
Total	7,062	393	23,433	4,212

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	763	347	2,263	3,214
Wilson & Co.	742	270	2,293	3,812
Shippers	1,094	261	322	111
Others	120	87	455	455
Total	2,719	915	5,333	7,137

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,067	392	4,838	3,771
Dold Pkg. Co.	555	22	3,486	52
Wichita D. B. Co.	22	22	22	22
Dunn-Ostergat	68	68	68	68
Keefe-Le Stourgeon	26	26	26	26
Fred W. Dold	86	86	491	1
Total	1,814	397	8,815	3,824

Not including 5,778 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	695	90	2,354	16,226
Armour and Co.	713	79	2,484	14,351
Others	1,179	259	3,792	9,270
Total	2,587	428	9,421	39,847

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,464	3,419	8,763	887
Cudahy Pkg. Co.	286	1,325	1,325	1,325
Swift & Co.	3,359	5,129	13,262	1,982
United Pkg. Co.	1,611	197	197	197
Others	776	33	10,065	10,065
Total	8,676	10,043	32,060	2,869

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,421	5,477	6,924	740
U. D. B. Co., N. Y.	52	52	52	52
The Layton Co.	71	59	46	35
R. Gums & Co.	504	2,745	2,745	2,745
Armour & Co., Mil.	56	56	56	56
Corkran, Hill, Balt.	172	65	46	46
Shippers	294	375	90	359
Others	2,570	8,721	7,481	1,134

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,362	527	12,901	862
Armour and Co.	980	215	1,813	41
Hilgelder Bros.	90	25	364	10
Stumpf Bros.	136	9	416	100
Schussler Pkg. Co.	55	10	223	10
Melzer Pkg. Co.	48	20	223	10
Mass-Hartman Co.	12	32	10	70
Art Wabnitz	11	26	26	26
Riverview Pkg. Co.	15	147	10,370	6,723
Hoosier Abt. Co.	604	148	224	459
Shippers	4,847	2,403	33,843	8,185
Others	2,936	2,278	17,127	26,128

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	1,091	271	6,452	278
W. Kahn's Sons Co.	1,407	267	1,165	298
J. Lohrey Pkg. Co.	14	3	159	132
H. H. Meyer Pkg. Co.	16	3	3,060	3,060
A. Sander Pkg. Co.	106	139	139	139
J. Schlachter & Sons	405	294	1,096	20,465
J. F. Schroth Co.	58	806	1,096	20,465
John F. Stegner	1,022	499	347	489
Shippers	2,936	2,278	17,127	26,128
Others	2,936	2,278	17,127	26,128

Not including 1,261 cattle, 5,140 hogs and 748 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended June 18, 1932, with comparisons:

## CATTLE.

	Week ended June 18, 1932.	Prev. week, 1931.	Cor. week, 1931.
Chicago	33,872	36,186	28,500
Kansas City	15,404	14,065	17,706
Omaha	16,228	18,911	25,428
East St. Louis	12,548	11,501	17,000
St. Joseph	5,232	5,486	7,234
Sioux City	7,062	6,945	13,000
Oklahoma City	2,719	2,830	1,934
Wichita	1,814	1,978	1,617
Denver	2,587	2,844	3,119
St. Paul	8,676	8,331	11,954
Milwaukee	2,570	2,350	2,685
Indianapolis	4,847	4,091	3,497
Cincinnati	2,886	2,823	4,880
Total	242,071	218,741	235,953

## HOGS.

	Week ended June 18, 1932.	Prev. week, 1931.	Cor. week, 1931.
Chicago	62,180	69,315	59,240
Kansas City	22,157	23,069	12,627
Omaha	61,860	59,239	80,928
East St. Louis	10,829	10,500	15,428
St. Joseph	28,392	23,840	22,513
Sioux City	23,433	18,899	45,170
Oklahoma City	5,333	6,119	3,397
Wichita	8,815	8,457	6,892
Denver	9,421	10,920	9,154
St. Paul	32,060	35,092	43,143
Milwaukee	7,481	7,957	9,355
Indianapolis	33,843	35,629	26,729
Cincinnati	17,127	17,656	24,245
Total	372,101	373,292	434,066

## SHEEP.

	Week ended June 18, 1932.	Prev. week, 1931.	Cor. week, 1931.
Chicago	18,311	23,660	50,968
Kansas City	25,734	26,511	28,427
Omaha	34,812	34,451	29,786
East St. Louis	1,504	87,501	43,706
St. Joseph	15,690	13,913	24,271
Sioux City	4,212	4,231	14,481
Oklahoma City	7,137	8,806	1,795
Wichita	3,824	2,553	2,244
Denver	39,847	17,582	7,750
St. Paul	2,849	4,737	5,705
Milwaukee	1,134	923	1,504
Indianapolis	8,185	6,026	5,727
Cincinnati	2,278	24,115	74,304
Total	227,896	188,049	247,797

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 13	14,047	2,175	25,600	6,506
Tues., June 14	6,461	2,707	17,346	11,486
Wed., June 15	6,451	1,528	17,742	9,472
Thurs., June 16	4,977	2,190	18,226	12,722
Fri., June 17	1,900	454	12,825	11,567
Sat., June 18	300	200	5,000	6,000
Total this week	33,846	9,253	96,439	57,363
Previous week	36,587	9,869	102,410	33,459
Year ago	47,647	12,494	128,835	69,456
Two years ago	39,922	8,980	162,240	51,446

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 13	3,950	122	4,001	149
Tues., June 14	2,390	119	3,423	36
Wed., June 15	2,031	181	1,515	35
Thurs., June 16	1,500	134	3,740	38
Fri., June 17	336	3	3,562	4
Sat., June 18	100	100	300	100
Total this week	10,346	558	17,531	1,468
Previous week	8,650	10	14,048	2,642
Year ago	14,955	32	29,999	5,124
Two years ago	10,288	73	23,101	1,819

Total receipts for month and year to June 18, with comparisons:

	1932.	1931.	1932.	1931.
Cattle	87,315	121,079	904,378	697,081
Calves	23,200	34,802	252,381	270,081
Hogs	206,408	333,328	3,416,468	3,510,468
Sheep	148,106	190,929	1,810,293	1,909,381

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Week ended June 18	\$6.55	\$5.50	\$1.60	\$6.66
Previous week	6.40	3.80	1.60	6.66
1931	6.00	6.00	1.65	7.15
1930	9.85	9.85	2.85	11.65
1929	14.30	10.85	6.00	15.50
1928	13.85	9.75	6.40	16.10
1927	11.35	8.85	6.00	16.10
Av. 1927-1931	\$11.40	\$9.15	\$4.00	\$12.10

## SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended June 18	23,500	78,900	53,900
Previous week	27,937	88,362	50,900
1931	32,662	96,496	61,721
1930	29,634	143,139	54,625
1929	27,573	120,990	57,523
1928	35,067	121,111	57,523

\*Saturday, June 18, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and top and average prices of hogs, with comparisons:

*Saturday, June 18, estimated.				
HOG RECEIPTS, WEIGHTS, PRICES.				
Receipts, average weights and top and average prices of hogs, with comparisons:				
	No. Rec'd.	Avg. Wgt.	—Prices— Top. Avg.	
*Week ended June 18.	96,400	243	\$ 4.00	\$ 3.39
Previous week	102,410	242	3.50	3.20
1931	128,285	246	7.03	6.00
1930	162,240	247	10.40	9.00
1929	148,976	244	11.50	10.00
1928	147,421	231	10.20	8.75
1927	146,538	247	9.30	8.00
Av. 1927-1931	145,800	243	\$ 9.80	\$ 8.50

## RECEIPTS AT CENTERS

SATURDAY, JUNE 18, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	300	1,000	200
Kansas City	350	500	1,000
Omaha	75	2,000	4,800
St. Louis	300	2,000	300
St. Joseph	50	1,000	1,000
Sioux City	100	1,000	200
St. Paul	200	1,000	50
Oklahoma City	300	300	300
Fort Worth	100	300	3,000
Milwaukee	200	100	100
Denver	900	500	9,000
Louisville	100	300	1,000
Wichita	100	1,500	100
Indianapolis	100	2,500	100
Pittsburgh	100	600	300
Cincinnati	100	2,900	500
Buffalo	100	800	100
Cleveland	100	100	300
Nashville	100	100	300

MONDAY, JUNE 20, 1932.

Chicago	12,000	25,000	11,000
Kansas City	10,000	5,000	8,000
Omaha	7,000	11,000	6,000
St. Louis	3,000	9,000	5,000
St. Joseph	1,500	2,000	6,000
Sioux City	2,500	3,500	2,500
St. Paul	2,000	5,500	2,500
Fort Worth	3,300	10,000	3,000
Milwaukee	500	1,300	300
Denver	1,800	4,200	12,900
Louisville	900	1,000	4,000
Wichita	900	2,500	600
Indianapolis	600	4,000	500
Pittsburgh	500	2,300	2,000
Cincinnati	1,400	6,400	4,000
Buffalo	2,000	3,800	2,900
Cleveland	800	2,400	2,100
Nashville	400	300	2,000

TUESDAY, JUNE 21, 1932.

Chicago	5,000	15,000	11,000
Kansas City	4,500	5,000	6,000
Omaha	7,000	9,500	5,500
St. Louis	4,000	10,000	9,000
St. Joseph	1,800	6,500	5,000
Sioux City	2,000	4,000	2,000
St. Paul	1,700	6,000	500
Fort Worth	1,300	400	10,000
Milwaukee	600	2,200	100
Denver	1,300	1,800	4,800
Louisville	100	900	3,000
Wichita	100	200	1,000
Indianapolis	1,500	8,000	1,000
Pittsburgh	200	800	500
Cincinnati	500	3,600	6,000
Buffalo	200	300	400
Cleveland	200	1,900	600
Nashville	100	300	1,500

WEDNESDAY, JUNE 22, 1932.

Chicago	8,000	15,000	11,000
Kansas City	5,500	4,000	10,000
Omaha	5,000	8,000	5,000
St. Louis	2,500	9,000	5,000
St. Joseph	1,200	4,500	6,000
Sioux City	1,500	3,000	500
St. Paul	1,700	500	7,500
Fort Worth	2,500	400	14,000
Milwaukee	500	1,400	100
Denver	600	1,500	.....
Louisville	200	500	2,500
Wichita	100	1,500	300
Indianapolis	1,200	5,000	1,500
Pittsburgh	400	900	500
Cincinnati	900	4,200	700
Buffalo	100	600	400
Cleveland	500	900	700
Nashville	100	200	1,500

THURSDAY, JUNE 23, 1932.

Chicago	5,000	17,000	14,000
Kansas City	3,000	3,500	11,000
Omaha	3,500	6,000	4,600
St. Louis	2,000	8,000	5,000
St. Joseph	1,000	2,000	2,000
Sioux City	800	3,000	1,500
St. Paul	1,700	4,500	6,000
Fort Worth	1,600	400	8,000
Milwaukee	600	1,000	200
Denver	300	2,600	3,600
Louisville	200	600	2,000
Wichita	400	2,800	300
Indianapolis	700	4,000	1,500
Pittsburgh	300	1,500	800
Cincinnati	600	4,300	3,400
Buffalo	100	1,200	1,000
Cleveland	300	900	400
Nashville	200	300	1,500

FRIDAY, JUNE 24, 1932.

Chicago	1,500	11,000	8,000
Kansas City	1,000	2,000	7,000
Omaha	1,000	6,500	6,500
St. Louis	1,000	7,000	3,000
St. Joseph	600	3,000	3,000
Sioux City	6,000	3,000	500
St. Paul	2,100	7,600	1,700
Fort Worth	1,000	6,000	800
Milwaukee	200	500	100
Denver	100	400	10,100
Wichita	100	600	2,000
Indianapolis	100	1,100	100
Pittsburgh	600	6,000	2,000
Cincinnati	1,500	1,500	800
Buffalo	700	4,300	5,000
Cleveland	200	1,500	1,400
Nashville	200	500	200
	1,000	100	1,500

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, June 23, 1932:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
<b>Hogs (Soft or oily hogs and roasting pigs excluded):</b>					
Lt. lt. (140-180 lbs.) gd.-ch.	\$ 3.80@ 4.15	\$ 3.75@ 4.10	\$ 3.40@ 3.85	\$ 3.35@ 3.75	\$ 3.25@ 3.85
Lt. wt. (180-200 lbs.) gd.-ch.	4.00@ 4.20	4.00@ 4.10	3.55@ 3.75	3.45@ 3.80	3.60@ 3.85
(180-200 lbs.) gd.-ch.	4.10@ 4.25	4.00@ 4.10	3.55@ 3.75	3.50@ 3.80	3.60@ 3.85
Med. wt. (200-220 lbs.) gd.-ch.	4.10@ 4.25	3.90@ 4.05	3.50@ 3.75	3.50@ 3.75	3.60@ 3.80
(220-250 lbs.) gd.-ch.	4.10@ 4.25	3.75@ 4.00	3.50@ 3.75	3.45@ 3.75	3.40@ 3.85
Hvy. wt. (250-280 lbs.) gd.-ch.	4.00@ 4.25	3.60@ 3.85	3.35@ 3.60	3.40@ 3.65	3.25@ 3.50
(280-350 lbs.) gd.-ch.	3.85@ 4.10	3.45@ 3.65	3.25@ 3.50	3.20@ 3.50	3.15@ 3.50
Pkg. sows (275-500 lbs.) med.-ch.	3.00@ 3.70	2.75@ 3.10	3.00@ 3.25	2.50@ 3.00	2.65@ 3.15
Sltr. pigs (100-130 lbs.) gd.-ch.	3.35@ 3.90	3.35@ 3.75	2.85@ 3.40	2.85@ 3.40	3.00@ 3.50
Av. cost & wt. Thurs. (pigs excl.)	3.85-248 lbs.	3.72-220 lbs.	3.23-252 lbs.	3.41-235 lbs.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (900-900 LBS.):</b>					
Choice	7.50@ 8.25	7.50@ 8.00	7.00@ 7.75	7.00@ 7.65	7.00@ 7.90
Good	7.00@ 7.75	6.50@ 7.50	6.50@ 7.25	6.25@ 7.25	6.25@ 7.00
Medium	6.00@ 7.00	4.50@ 6.50	5.75@ 6.50	5.00@ 6.25	5.25@ 6.25
Common	4.25@ 6.00	3.75@ 4.50	4.25@ 5.75	3.75@ 5.00	4.00@ 5.25
<b>STEERS (1100-1300 LBS.):</b>					
Choice	7.50@ 8.25	7.50@ 8.00	7.00@ 7.75	7.00@ 7.75	7.00@ 7.90
Good	7.00@ 7.75	6.50@ 7.50	6.50@ 7.25	6.25@ 7.25	6.25@ 7.00
Medium	6.00@ 7.00	4.50@ 6.50	5.75@ 6.50	5.00@ 6.50	5.25@ 6.25
Common	4.50@ 6.00	4.00@ 4.50	4.25@ 5.75	4.00@ 5.00	4.25@ 5.25
<b>STEERS (1300-1500 LBS.):</b>					
Choice	7.50@ 8.25	7.50@ 8.00	7.25@ 7.75	7.00@ 7.75	7.25@ 7.75
Good	7.00@ 7.75	6.50@ 7.50	6.50@ 7.25	6.50@ 7.25	6.35@ 7.10
Medium	6.00@ 7.00	4.50@ 6.50	5.75@ 6.50	5.25@ 6.50	5.35@ 6.35
<b>HEIFERS (350-550 LBS.):</b>					
Choice	6.50@ 7.00	6.25@ 7.25	5.85@ 6.60	6.00@ 6.75	6.00@ 6.75
Good	6.00@ 6.50	5.50@ 6.25	5.50@ 5.85	5.25@ 6.00	4.75@ 6.00
Medium	5.00@ 6.00	4.50@ 5.50	4.75@ 5.50	4.25@ 5.25	3.75@ 4.75
Common	3.75@ 5.00	3.00@ 4.50	3.50@ 4.75	3.00@ 4.25	3.00@ 3.75
<b>COWS:</b>					
Choice	4.25@ 5.00	4.25@ 4.50	4.25@ 5.00	4.25@ 5.00	4.25@ 5.00
Good	3.25@ 4.25	3.25@ 4.25	3.50@ 4.25	3.25@ 4.25	3.25@ 4.25
Common	2.50@ 3.25	2.50@ 3.25	2.50@ 3.50	2.25@ 3.25	2.25@ 3.25
Low cutter and cutter	1.50@ 2.50	1.00@ 2.25	1.50@ 2.50	1.00@ 2.25	1.25@ 2.50
<b>BULLS (YRLS. EX. BEEF):</b>					
Good-choice	3.25@ 4.75	3.00@ 3.50	2.60@ 3.75	2.75@ 3.25	3.00@ 3.40
Cul.-med.	2.75@ 3.40	1.75@ 3.00	2.25@ 2.75	1.75@ 2.75	2.00@ 3.00
<b>VEALERS (MILK-FED):</b>					
Good-choice	6.00@ 7.00	4.25@ 5.75	5.00@ 6.50	4.50@ 6.00	3.50@ 6.50
Medium	5.50@ 6.00	3.00@ 4.25	3.50@ 5.00	3.50@ 4.50	2.50@ 3.50
Cul.-com.	4.00@ 5.50	1.50@ 3.00	2.00@ 3.50	3.00@ 3.50	1.50@ 2.50
<b>CALVES (250-500 LBS.):</b>					
Good-choice	4.50@ 5.50	4.50@ 6.00	4.00@ 5.50	4.00@ 5.50	3.00@ 4.00
Com.-med.	3.00@ 4.50	2.50@ 4.50	2.00@ 4.00	2.00@ 4.00	2.00@ 3.00
<b>Slaughter Sheep and Lambs:</b>					
<b>LAMBS:</b>					
(90 lbs. down)—Good-choice	6.00@ 6.75	5.75@ 6.50	5.50@ 6.00	5.25@ 6.00	5.25@ 6.00
Medium	5.00@ 6.00	4.75@ 5.75	4.75@ 5.50	4.50@ 5.25	4.50@ 5.25
(All weights)—Common	4.00@ 5.00	3.50@ 4.75	3.75@ 4.75	3.50@ 4.50	3.50@ 4.50
<b>YEARLING WETHERS:</b>					
(90-110 lbs.)—Med.-ch.	3.50@ 5.00	3.50@ 5.00	3.75@ 4.65	2.75@ 4.35	3.00@ 4.50
<b>EWES:</b>					
(90-120 lbs.)—Med.-ch.	1.75@ 2.25	1.00@ 1.75	1.00@ 2.00	1.00@ 1.75	.75@ 1.50
(120-150 lbs.)—Med.-ch.	1.00@ 1.50	1.00@ 1.75	1.00@ 1.75	1.00@ 1.50	.50@ 1.25
(All weights)—Cul.-com.	.50@ 1.75	.50@ 1.00	.25@ 1.00	.50@ 1.00	.25@ .75

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended June 16, 1932, with comparisons, reported by Dominion Live Stock Branch:

## BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended June 16.	Prev. week.	Same week, 1931.
Toronto	7.25	7.25	6.25	6.25
Montreal	6.75	7.00	6.50	6.50
Winnipeg	6.00	5.75	5.75	5.75
Calgary	5.25	5.25	5.15	5.15
Edmonton	5.25	5.50	5.25	5.25
Prince Albert	4.75	4.75	4.25	4.25
Moose Jaw	5.25	5.00	5.00	5.00
Saskatoon	5.50	5.25	5.00	5.00

## VEAL CALVES.

Toronto	\$ 6.00	\$ 6.00	\$ 8.25
Montreal	5.00	5.25	6.50
Winnipeg	4.50	4.50	7.00
Calgary	6.50	6.00	7.00
Edmonton	4.25	4.50	6.00
Prince Albert	4.10	4.10	4.50
Moose Jaw	5.00	5.00	5.00
Saskatoon	4.00	4.00	5.00

## SELECT BACON HOGS.

Toronto	\$5.25	\$ 5.25	\$ 9.35
Montreal	5.00	5.00	10.00
Winnipeg	4.35	4.50	8.25
Calgary	4.10	4.10	8.25
Edmonton	3.75	4.10	8.00
Prince Albert	3.85	4.20	7.75
Moose Jaw	4.20	4.20	7.95
Saskatoon	4.30	4.20	7.95

## GOOD LAMBS.

Toronto	\$ 8.75	\$10.00	\$12.25
Montreal	8.25	9.00	11.50
Winnipeg	8.25	8.00	11.00
Calgary	6.50	8.00	9.50
Edmonton	7.00	8.00	.....
Prince Albert	4.25	.....	8.00
Moose Jaw	6.25	8.00	10.00
Saskatoon	7.00	7.00	8.00

\*Off cars. All others on fed and watered basis.

## LOS ANGELES SLAUGHTERS.

Cattle and hog slaughter at Los Angeles during May was the highest for the month since the establishment of the yards, totaling 29,444 head of cattle and 84,267 hogs. Calf slaughter amounted to only 9,983 head and sheep to 76,594 head. With one exception May calf slaughter was the smallest of record and sheep slaughter had been exceeded in May many times. During the first five months of 1932 cattle slaughter at 151,534 head was the largest for any similar period and hog slaughter at 428,692 exceeded by nearly 100,000 the slaughter of the 1931 period which was the highest since the establishment of the yards. Calf slaughter in the five-month-period totaled 56,676

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended June 18, 1932, with comparisons:

CATTLE.			
	Week ended June 18, 1932.	Prev. week.	Cor. week, 1931.
Chicago	23,890	27,616	33,252
Kansas City	15,404	14,965	17,706
Omaha	15,358	18,448	22,060
East St. Louis	11,740	11,562	7,391
St. Joseph	6,247	5,828	7,703
Sioux City	5,951	5,063	9,377
Wichita	2,211	2,423	2,187
Fort Worth	4,563	5,912	5,070
Philadelphia	1,794	1,575	1,593
Indianapolis	1,625	1,572	1,540
New York & Jersey City	8,631	8,398	9,065
Oklahoma City	1,625	1,468	3,290
Cincinnati	4,152	3,230	4,208
Denver	2,650	2,844	2,553
Total	106,921	109,577	127,044

HOGS.			
Chicago	79,004	90,502	92,613
Kansas City	22,157	23,073	12,627
Omaha	33,915	40,279	52,896
East St. Louis	28,004	35,890	27,138
St. Joseph	18,966	19,498	14,652
Sioux City	9,890	13,588	27,028
Wichita	15,563	12,361	4,545
Fort Worth	2,594	3,884	2,631
Philadelphia	18,823	18,308	13,112
Indianapolis	15,896	17,021	9,017
New York & Jersey City	43,277	42,749	32,026
Oklahoma City	1,525	522	3,397
Cincinnati	18,206	17,542	18,918
Denver	9,409	10,820	9,447
Total	316,259	347,216	320,050

SHEEP.			
Chicago	51,375	51,790	65,082
Kansas City	25,734	26,511	28,427
Omaha	33,117	24,718	31,297
East St. Louis	25,789	24,021	22,677
St. Joseph	15,090	13,913	23,789
Sioux City	5,541	5,275	15,486
Wichita	3,824	2,553	2,244
Fort Worth	50,728	49,488	8,000
Philadelphia	8,464	7,490	6,451
Indianapolis	1,042	1,351	926
New York & Jersey City	89,548	71,591	68,357
Oklahoma City	7,029	5,569	1,793
Cincinnati	6,948	6,529	4,880
Denver	6,725	17,592	4,242
Total	328,251	307,670	283,062

## LIVESTOCK LEAD FARM PRICES.

Livestock and animal products were reported by the U. S. Department of Agriculture to be the strongest features in a generally irregular market on farm products at the beginning of the last week in June. "Three weeks of slowly rising trend, partly seasonal, has helped the cattle and hog positions considerably, but lamb and veal markets failed to hold previous slight gains," the department said.

Eastern shippers and order buyers set the early pace in the mid-June steer trade at Chicago but all interests were buying freely, and with the exceptions of choice steers which gained but little price ground, the general level of the slaughter steer market was 25 to 50 cents higher. The trade was active at the advance which extended to yearlings, both steers and heifers, and dry-lot butcher heifers.

The mid-June upswing in the hog market carried prices to the highest level touched within a seven week period. It apparently was not so much supply volume or improved demand as it was the character of receipts that prompted the advance. The proportion of packing sows was much larger than any time in recent weeks, leaving a relatively small quota of butcher hogs on sale. Neither the pork provision market nor the fresh pork trade kept pace with the advance in live hogs.

Considering supply volume, sheep and lamb trade was conducted on a basis encouraging to the selling side, lambs

holding recent advances and yearlings advancing slightly in the face of large supplies. Lambs arrived from wide areas, with the bulk of the week's marketings of southeastern, southwestern, Corn Belt and far northwestern origin.

## SHRINK IN LIVESTOCK.

There are two kinds of shrink in livestock which takes place during shipment to market. The kind with which the packer is most concerned is tissue shrink, while the kind of least importance but which is most frequently manipulated by shippers is that due to the elimination of stored up body wastes and secretions.

This subject of shrink was discussed in a manual issued by the agricultural agent of one of the railroads recently, who pointed out that a 36 to 44 hour fast of animals prior to killing does not affect the actual meat yield of the animal. He called attention to the fact that wheat is not shrunken because it has been separated from the chaff surrounding it and neither does the value of livestock shrink on account of the discharge of intestinal contents or kidney secretions even though the total weight may shrink materially.

"The value of livestock lies in the products of its tissues," the manual states. "The contents of the stomach, intestines and bladder at killing time probably entail greater expense in their disposal than can be reclaimed from them. Packers employ highly trained buyers who are acquainted with these facts to purchase animals for them not on a basis of stomach contents but on a basis of meat tissues.

"Each day the buyer studies his purchases on the hooks and pays particular attention to that all-important item of 'kill' (dressing per cent). His future purchases are gauged on the information thus obtained. These buyers having purchased many thousands (some of them millions) of animals are not easily misled. The producer who, through salting or withholding water prior to shipment, or feeding slack, or any of the rest of the long list of time-worn ruses, expects to fool the experienced purchaser of his animals on their dressing per cent usually receives a less price and smaller net return for his trouble.

"On the other hand when animals are fasted over a long period of time they unquestionably do call upon their body tissues for maintenance. It is not definitely known just how long any given class of animals may fast before beginning to draw on their tissues for sustenance, but some investigational work along this line has been conducted.

"In June, 1924, members of the Western Weighing and Inspection Bureau conducted a series of tests in an effort to determine how long cattle at rest after a full feed could be expected to continue without drawing on their body tissues. They concluded that a steer (because of the great capacity of its digestional apparatus, 16 per cent to 24 per cent of its total body weight) could go possibly three days without drawing on its meat constituents.

"They also concluded that sheep might

be expected to shrink in much the same proportion to cattle if fasted for similar periods; and that a hog 'can go 48 hours on the contents of its digestive tract without drawing on its body tissues to maintain life.

"There is then in livestock two kinds of shrink:—the first being on account of the discharge of stored up body wastes and secretions, which is not important; and the second being a real shrinkage of meat tissues due to lack of sufficient digestible nutrients for the maintenance of the body. The first does not decrease the meat value of the animal in the slightest; the second does.

"Based on the work of the Western Weighing and Inspection Bureau, a thirty-six to forty hour fast prior to killing is not important and does not affect the meat value of the animal.

"That buyers take this fact into full account is clearly demonstrated in the reference last given as well as by numerous personal statements of livestock buyers and market men to the author. Information would tend to show that the actual value and income to the producer of market livestock is not appreciably lessened by a few additional hours en route providing the total time between feeds does not exceed that prescribed by the Federal law."

## CANADIAN CATTLE TO BRITAIN.

Canadian cattle shipments to Great Britain, up to the end of May were well ahead of those of last year, according to reports to the U. S. Department of Commerce. So far a total of 5,493 head have been shipped from Montreal as compared with 4,969 head during the same period last year. The first shipment of cattle from the port of Quebec, consisting of 562 head bound for Glasgow, left June 7. Facilities for handling cattle at the port of Montreal are being improved and a continued heavy movement is anticipated. Prices in Great Britain are reported as steady.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 18, 1932, were 3,933,000 lbs.; previous week, 3,532,000 lbs.; same week last year, 4,448,000 lbs.; from January 1 to June 18 this year, 89,241,000 lbs.; same period a year ago, 95,288,000 lbs.

Shipments of hides from Chicago for the week ended June 18, 1932, were 4,320,000 lbs.; previous week, 4,126,000 lbs.; same week last year, 5,122,000 lbs.; from January 1 to June 18 this year, 113,695,000 lbs.; same period a year ago, 73,367,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended June 18, 1932:

Week ending	New York	Boston	Phila.
June 18, 1932	5,700		
June 11, 1932	4,506	1,318	17,400
June 4, 1932	4,868		
May 28, 1932	6,758	1,250	12,401
June 20, 1931	261,280	41,170	180,400
June 13, 1931	13,367	5,000	51
	14,159	1,000	12,400
	374,726	47,821	178,801

## WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—At the close of last week, the packer hide market turned active on branded cows and extreme light Texas steers at steady prices, a total of about 38,000 moving. This was followed at the opening of the week by 7,500 light Texas steers, also at steady prices, all May-June take-off.

These sales at steady prices strengthened sentiment considerably, as the three descriptions involved were reported fairly well cleaned up following this movement.

However, follow-up business has not developed so far, except as the week closed one packer moved 10,000 native steers dating January to March, inclusive, at 3½c, f.o.b. St. Louis, for export shipment; the difference in freight and the fact that the hides were winter take-off, gives the market a fairly steady appearance. Killers continue to quote last trading prices, although lower bids have been reported in the market, feeling that the better quality summer hides do not warrant any discount in price.

Native steers and extreme native steers last sold at 4½c, locally. As mentioned above, a sale for export was made late this week on winter take-off, at St. Louis.

Last trading in April-May butt branded steers was at 4½c, and Colorados at 3½c. Heavy Texas steers last sold at 4½c; three packers sold 7,500 light Texas steers early this week at 3½c for May-June and 3½c for a few Aprils, steady. About 5,000 extreme light Texas steers sold late last week at 4c for May-June, steady.

Heavy native cows last sold at 3½c. Light native cows last moved in the big packer market at 4½c; two or three cars Canadian June light cows sold this week at 4½c, f.o.b. Toronto. All packers moved branded cows late last week, a total of 33,000 May-Junes going at 4c, steady; couple outside packers moved 3,000 later same basis.

Native bulls last sold at 2½c for April to June take-off; branded bulls around 2½c, nom.

**SMALL PACKER HIDES**—Offerings of May-June local all-weight steers and cows are reported at 4c for natives and 3½c for branded. A few untrimmed May hides have been moved quietly in small lots; bids of 3c, flat, reported for native and branded, with some outside lots available at 3½c in a small way.

**FOREIGN WET SALTED HIDES**—South American market fairly active and a shade stronger. One lot of 4,000 frigorifico steers sold at end of last week equal to 4½c, c.i.f. New York; 2,000 sold early this week at 4½c. One lot of 5,500 Argentine steers sold to Europe equal to 4½c; 4,000 Wilson steers later at \$15.62½, equal to 4½c, and 4,000 LaBlancas to Germany at \$15.00, equal to 4½c.

**COUNTRY HIDES**—The country market continues practically at a standstill, so far as normal trading is concerned. Occasional sales of a more or less distress nature are reported, and very low prices usually paid in such cases. Demand is light and buyers dic-

tate prices; however, some dealers are not disposed to sell what hides they have at these levels. Prices are quoted only in a nominal way, with inside figures of the range representing buyers' ideas. All-weights around 2½@3c, selected, delivered. Heavy steers and cows 2@2½c, nom. Buff weights 2½@3c, nom. Extremes 3@3½c, nom. Bulls 1½@2c, nom. All-weight branded 2@2½c, flat, less Chicago freight.

**CALFSKINS**—Most of the recent trading in packer calfskins has been done quietly, with details withheld. Two packers sold February to May, inclusive, calfskins this week on private terms, and market fairly well cleaned up to end of May. Market quoted nominally 5½@5½c at present.

Market a shade stronger on Chicago city calfskins. Bids of 4c reported for 8/10-lb., with last sales at 3½c; car 10/15-lb. sold early at 5½c, steady. Outside cities, 8/15-lb., quoted around 4½c; mixed cities and countries around 4c; straight countries 3@3½c.

**KIPSKINS**—One packer sold 1,500 June native kipskins at 5c, or ½c down; another packer moved 2,000 Junes same basis, also 4,000 April-May on private terms. Over-weights last sold at 4½c for April-May skins.

Chicago city kipskins last sold at 4½c but higher prices talked at present. Outside cities quoted around 4½c; mixed cities and countries about 3½c; straight countries 3@3½c.

Packer regular May slunks last sold at 32½c.

**HORSEHIDES**—Occasional sales are reported around unchanged prices. Choice city renderers quotable \$1.60@1.75; mixed city and country lots \$1.25@1.50.

**SHEEPSKINS**—Dry pelts continue easy at 5c for full wools, short wools not wanted. Packer shearlings moving fairly well at 12½@15c for No. 1's, 10c for No. 2's and 7½c for fresh clips, with packers usually ignoring lower bids. Pickled skins unchanged; winter stocks about cleaned up earlier at \$1.00 per doz. at Chicago, with poorer quality late winter and early spring down to 62½c. Pickled spring lambs last sold at \$1.25 per doz. for ribby and \$2.25 for blind ribby, at Chicago. New York winter skins quoted 90c@\$1.00 per doz., nom. Spring lamb pelts quoted around 7½c last paid. Outside small packer wool pelts last sold at 40c.

## New York.

**PACKER HIDES**—Market dull, awaiting action in the western market. Three packers reported holding May hides, and one holding April native and butt branded also. Last trading was at 4½c for native and butt branded May hides, 3½c for Colorados, several weeks back.

**COUNTRY HIDES**—Country market continues only nominal, except for occasional distress sales. Eastern all-weights recently sold at 2½c, delivered. Extremes quoted around 2½c, nom., buff weights 2½c nom.

**CALFSKINS**—Calfskin market reported in better shape. Several cars 5-7's sold at steady prices, 35@40c; some old collectors' skins recently sold at 30c. The heavier skins were fairly well cleaned up and quoted steady, 50@

55c for 7-9's, and 90c for 9-12's. Veal kips, 12/17-lb., recently reported sold at 95c.

## N. Y. HIDE EXCHANGE FUTURES.

Saturday, June 18, 1932—Old Contracts—Close: Sept. 3.65@3.75; Dec. 4.20@4.30; Mar. 4.60n. No sales.

New—Close: June 3.20n; Sept. 3.35@3.55; Dec. 4.20n; Mar. 4.65@4.75. No sales.

Monday, June 20, 1932—Old Contracts—Close: Sept. 3.80 sale; Dec. 4.30b; Mar. 4.75n. Sales 1 lot.

New—Close: June 3.00n; Sept. 3.50n; Dec. 4.30n; Mar. 4.80@4.85. Sales 3 lots.

Tuesday, June 21, 1932—Old Contracts—Close: Sept. 3.75@3.80; Dec. 4.30@4.35; Mar. 4.75n. Sales 2 lots.

New—Close: June 3.00n; Sept. 3.50n; Dec. 4.30n; Mar. 4.75@4.80. No sales.

Wednesday, June 22, 1932—Old Contracts—Close: Sept. 3.65 sale; Dec. 4.20@4.25; Mar. 4.55n. Sales 2 lots.

New—Close: June 2.90n; Sept. 3.40n; Dec. 4.20n; Mar. 4.60@4.75. No sales.

Thursday, June 23, 1932—Old Contracts—Close: Sept. 3.59 sale; Dec. 4.15 sale; Mar. 4.50b. Sales 6 lots.

New—Close: June 2.85n; Sept. 3.55n; Dec. 4.15n; Mar. 4.55@4.60. No sales.

Friday, June 24, 1932—Old Contracts—Close: Sept. 3.59@3.63; Dec. 4.10@4.25; Mar. 4.50b. Sales 4 lots.

New—Close: Sept. 3.35n; Dec. 4.15n; Mar. 4.60b. Sale 1 lot.

Exchange will be closed July 2 and July 4.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended June 24, 1932, with comparisons, are reported as follows:

PACKER HIDES.		Cor. week, 1931.	
Week ended June 24.	Prev. week.		
Spr. nat. str.	@ 5n		@ 12n
Hvy. nat. str.	@ 4½	11	@ 11½
Hvy. Tex. str.	@ 4½		@ 10b
Hvy. butt brnd'd	@ 4½		@ 10
str.	@ 4½		@ 9½
Hvy. Col. str.	@ 4½		@ 9
Ex-light Tex.	@ 4		@ 9½
Brnd'd cows.	@ 4	9	@ 9½
Hvy. nat. cows	@ 3½		@ 9½
Lt. nat. cows	@ 4½	10½	@ 11½
Nat. bulls	@ 2½		@ 6
Brnd bulls	@ 2½		@ 5½
Calfskins	5½ @ 5½n	5½ @ 5½n	13 @ 16x
Kips, nat.	@ 5		@ 12½
Kips, ov-wt.	@ 4½		@ 11
Kips, brnd'd	@ 4n		@ 8
Slunks, reg.	@ 32½		@ 30x
Slunks, hris.	20 @ 25	25 @ 30	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.		Cor. week, 1931.	
Nat. all-wts.	3½ @ 4n	@ 4n	9½ @ 10½n
Branded	3 @ 3½n	3½ @ 3½n	8½ @ 9½n
Nat. bulls	@ 2½	@ 2½	3½ @ 5½n
Brnd'd bulls	@ 2½	@ 2½	4½ @ 4½n
Calfskins	4½ @ 4½n	@ 4½n	@ 13
Kips	4½ @ 4½n	@ 4½n	@ 11½
Slunks, reg.	@ 30	@ 30	@ 72½
Slunks, hris.	@ 20	@ 20	@ 20

COUNTRY HIDES.		Cor. week, 1931.	
Hvy. steers	2 @ 2½	@ 2½n	@ 6
Hvy. cows	2 @ 2½	@ 2½n	@ 6
Bufs	2½ @ 3	@ 3n	@ 7x
Extremes	3 @ 3½	3½ @ 3½n	8½ @ 9
Calfskins	1½ @ 2	@ 2n	@ 4½n
Kips	3 @ 3½	@ 3½	@ 8
Light calf	15 @ 20n	15 @ 20n	40 @ 50
Deacons	15 @ 20n	15 @ 20n	40 @ 50
Slunks, reg.	@ 10n	@ 10n	25 @ 35
Slunks, hris.	@ 5n	@ 5n	5 @ 10n
Horsehides	1.25 @ 1.75	1.25 @ 1.75	2.00 @ 3.25

SHEEPSKINS.		Cor. week, 1931.	
Pkr. lambs	.....	.....	.....
Sml. pkr.	.....	.....	.....
Pkr. shearings	12½ @ 15	@ 15	@ 42½
Dry pelts	@ 5	@ 5	@ 9

# Chicago Section

A. L. Eberhart, general manager of the Jacob Dold Packing Co., Wichita, Kas., transacted business in Chicago this week.

Max Mathes, president of the Wilmington Provision Co., Wilmington, Del., was in Chicago this past week on a business trip.

H. O. McConkey, manager of the Kroger packing plant at Columbus, O., was a visitor in Chicago this week during his vacation.

Charles S. Hughes, president and purchasing agent of the Hughes-Curry Packing plant at Anderson, Ind., made a recent business trip to Chicago.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 15,015 cattle, 5,002 calves, 15,387 hogs, 17,706 sheep.

The Armour Stars, baseball team, have announced the first of a series of summer dances for Saturday night, July 2, at Movement Hall, 226 E. 43rd street.

Frank M. Ward of the Armour and Company Chicago plant has been appointed superintendent of hog cutting, fresh pork packing and hog cooler departments.

Provision shipments from Chicago for the week ended June 18, 1932, with comparisons, were as follows:

	5-days June 18.	Previous week.	Same week, '31.
Cured meats, lbs. . . . .	18,356,000	17,194,000	17,221,000
Fresh meats, lbs. . . . .	36,113,000	37,776,000	43,793,000
Lard, lbs. . . . .	5,258,000	4,267,000	5,284,000

## EMPLOYMENT SITUATION GOOD.

Index of employment in the meat packing industry during April, 1932, was better than in any other of the major food industries with the exception of butter manufacture and was equalled by flour manufacturing. Meat packing's index was exceeded by only seven of all manufacturing industries. The index of earnings in the meat packing industry at 74.3 compares with the index of all food industries of 70.3 and is exceeded by only seven other manufacturing industries in unaltered lines. From March to April the employment index declined only 1.4 per cent and from April a year ago the decline was only 5.3 per cent.

## WILL BE FEDERAL INSPECTED.

Application for federal inspection has been made by the City Packing Co., Fort Worth, Tex., and the company is enlarging and remodelling its entire plant to meet federal requirements. The new plant is expected to be ready for operation under government inspection in 90 days. Officers of the company are S. Rosenthal, president; Louis Rosenthal, formerly president of The Rosenthal Packing Co., Galveston, Tex., vice-president and general manager; O. T. Morris, secretary-treasurer.

## In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

## ON THE JOB FIFTY YEARS.

A career extending over 50 years in the meat packing industry was terminated last month when Daniel O'Kane retired from active work in the Chicago plant of Armour and Company.

Mr. O'Kane's packinghouse experience started in the early 80's. He came with Armour and Company, in 1883, starting in what was then known as the can making department. Here he helped to make cans by hand in which to pack the limited canned meat line of the company.



DANIEL O'KANE.

Who recently completed over 50 years service in the meat industry. He had been an employee in the Chicago plant of Armour and Company since 1883.

in the sheep killing department and in beef cutting.

For practically all of his long career in the plant of Armour and Company Mr. O'Kane has been what he terms a knife man, his work having to do with cutting or trimming operations in which he wielded the most familiar packinghouse tool. For the 16 years prior to his retirement he was employed in the sheep killing department in various capacities, the last of which was that of scaler.

In recognition of his long service in the meat packing industry, a 50-year gold service button was awarded to him by the Institute of American Meat Packers, the presentation being made by superintendent D. W. King.

## MEAT FIRM FORMED.

Articles of incorporation of the McDonald Provision Co., Inc., 1916 South Calhoun st., Ft. Wayne, Ind., have been filed. The company has been formed to manufacture, sell and distribute meats at wholesale and retail. The incorporators are Charles J. McDonald and C. Byron Hayes.

## PACKER-DEALER GROUP.

(Continued from page 21.)

acceptable way, along the lines of ethical selling and honest service. In other words, the company had in mind something more than a mere advertising tie-up—an important organized group of meat merchants, with ideals and prestige.

"While there are no initiation fees or dues, dealers subscribe to modern retail merchandising principles and obviously handle a representative line of products. Dealers make a deposit on the identification lights, which remain the property of the company.

## Conditions of Membership.

"Identification is accomplished through one or two illuminated electric globe signs in each member store, and through a framed certificate of membership. Membership is open to all qualifying retail meat dealers and the arrangement may be terminated with no notice on either side and without prejudice. The advisory council of dealers, however, exercises considerable influence on terminations of membership when desired by the company. There is no discrimination on the company's part against any who are non-members.

"The Esskay company believes that merchandising success lies in intelligent selection of salable products, bought at a fair price, good store management, publicity, and turning the stock frequently enough to give a fair return on the investment.

"Of course, the fundamental appeal must be quality. A dealer tie-up with a house of unquestioned standing, handling wholesome U. S. government-inspected products which are thoroughly acceptable to the consumer, the quality of which is generally recognized, is of undoubted advantage in commanding respect and confidence.

## Advertising and Service.

"Cooperation by the company is extended chiefly through its Public Relations Division. Its director is manager of the company's Certified Esskay Meat Dealer Department, and he also centralizes the cooperative activities of the sales promotion, home economics and retail merchandising departments. The president of the Esskay company acts as director of the Certified Esskay Meat Dealer Organization. He establishes policies for the group with the advice and consent of the advisory council.

"Week-end publicity, including retail prices on advertised items and other

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PHILADELPHIA

**PROVISION  
BROKER**

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Architect

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matters of general concern to the merchants, are controlled by the advisory council of dealers, a central group elected by the whole Certified Esskay Meat Dealer organization membership. Each member of the advisory council represents a distinct sales territory.

"The council operates under a definite set of rules and regulations formulated by themselves and ratified by the entire membership. Council members are elected for three years, the terms being originally so planned that one-third of the entire membership is elected each year.

"Basically, the company considers this dealer organization a phase in the trend toward the cooperative integration of distribution, where practicable, in order to expedite an easy flow of merchandise and to lessen the gap between manufacturer and consumer. In this case an approach to the accomplishment of these objects is attempted by enlisting the interested support and close cooperation of an existing method of distribution to the public, namely the independent retail food merchant.

"The company feels that in its plan it has two interests to subserve in addition to its own—the dealer's and the consumer's. The Certified Esskay Meat Dealer plan should, therefore, have more than a sectional interest."

## PACKERS' ALLIED LINES.

(Continued from page 20.)

Swift group of defendants and the Armour group of defendants shall report quarterly to the Attorney General their progress in disposing of stocks of commodities and interests in corporations, firms and associations as described in paragraph Fourth of said decree.

### Fruit Plant to Operate.

And it appearing that Armour and Company owns and operates at Westfield, New York, a plant (hereinafter referred to as the Westfield plant) employed in the manufacture and processing of grapes, cherries and other fruits, and it being represented by the defendant Armour and Company that there are in the vicinity of the said Westfield plant numerous growers of fruit whose crops are ready for harvest and who will not have an adequate opportunity to arrange for the profitable marketing of their present crops elsewhere to other plants than the defendant's plant, and that the Westfield plant should be permitted to continue to operate through the present season, it is further Ordered:

That Armour and Company be permitted to continue the operation of the said Westfield plant through the 1932 season, provided, however, that Armour and Company shall dispose of all stocks on hand at the said plant before June 15, 1933, and shall not thereafter use or operate said plant in a manner prohibited by said Decree.

## NO CANNING EXHIBITS.

There will be no exhibits of machinery and supplies at the annual convention of the National Canners' Association, according to an announcement sent out recently by S. G. Gorsline, secretary-treasurer of the Canning Machinery & Supplies Association. This action was taken as the result of a decision by the board of directors of this latter association. It is felt that, due to the unsettled business conditions, the results from an exhibit in 1933 would not be commensurate with the heavy cost to the association.

The annual meeting of the Canning Machinery & Supplies Association will be held as usual, however, so that members will have the opportunity to meet with canners. A complete directory giving the names of the machinery men present at the canners' convention and the rooms they will occupy will supply the necessary information as to where they can be located.

The annual convention of the National Canners' Association will be held in Chicago during the last week of January, 1933.

## SYRIA RAISES MEAT DUTY.

Syrian import duties on canned meats, salted or smoked hams, meat delicacies, edible animal fats, butter and cheese were increased from 11 to 25 per cent ad valorem some weeks ago.

Watch "Wanted" pages for bargains.



## PACKERS COMMISSION CO.

SPECIALIZING IN **DRESSED HOGS** FROM THE HOG BELT

CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday, June 23, 1932.

REGULAR HAMS.			
	Green.	Sweet Pickled.	
	Standard.	Standard.	Fancy.
8-10 .....	9	9 1/2	10 1/2
10-12 .....	8 1/2	9 1/2	10 1/2
12-14 .....	8 1/2	9	10
14-16 .....	9	8 1/2	9 1/2
16-18 range .....	8 1/2	.....	.....

BOILING HAMS.			
	Green.	Sweet Pickled.	
	Standard.	Standard.	Fancy.
10-16 .....	9 1/2	9	9 1/2
18-20 .....	9 1/2	9	9 1/2
20-22 .....	9 1/2	9	9 1/2
22-24 range .....	9 1/2	.....	.....

SKINNED HAMS.			
	Green.	Sweet Pickled.	
	Standard.	Standard.	Fancy.
10-12 .....	9 1/2	10	11
12-14 .....	9 1/2	9 1/2	10 1/2
14-16 .....	9 1/2	9 1/2	10 1/2
16-18 .....	9 1/2	9 1/2	10 1/2
18-20 .....	9	9 1/2	10 1/2
20-22 .....	8 1/2	8 1/2	9 1/2
22-24 .....	7 1/2	8 1/2	.....
24-26 .....	7	8 1/2	.....
26-30 .....	6	7 1/2	.....
30-35 .....	6	7 1/2	.....

## PICNICS.

Green.			
	Standard.	Sweet Pickled.	Sh. Shank.
4-6 .....	6 1/2	6 1/2	6 1/2
6-8 .....	6 1/2	6	6 1/2
8-10 .....	5 1/2	5 1/2	6
10-12 .....	4 1/2	4 1/2	5 1/2
12-14 .....	4 1/2	4 1/2	5

## BELLIES.

Green.			
	Sq. Sides.	S.P.	
6-8 .....	7 1/2	7 1/2	7 1/2
8-10 .....	7 1/2	7 1/2	7 1/2
10-12 .....	7	7	7 1/2
12-14 .....	6	6 1/2	6 1/2
14-16 .....	5 1/2	5 1/2	6 1/2
16-18 .....	5 1/2	5 1/2	6

## D. S. BELLIES.

Clear.			
	Standard.	Fancy.	Rib.
14-16 .....	5 1/2	.....	.....
16-18 .....	4 1/2	6 1/2	.....
18-20 .....	4 1/2	6 1/2	.....
20-25 .....	4 1/2	6 1/2	4 1/2
25-30 .....	4 1/2	.....	4 1/2
30-35 .....	4 1/2	.....	4 1/2
35-40 .....	4 1/2	.....	4 1/2
40-50 .....	4 1/2	.....	4 1/2
50-60 .....	4 1/2	.....	4 1/2

## D. S. FAT BACKS.

Standard.			
	Standard.	Export Trim.	
8-10 .....	3 1/2	3 1/2	3 1/2
10-12 .....	3 1/2	3 1/2	3 1/2
12-14 .....	3 1/2	3 1/2	3 1/2
14-16 .....	3 1/2	4	4
16-18 .....	4 1/2	4 1/2	4 1/2
18-20 .....	4 1/2	4 1/2	4 1/2
20-25 .....	4 1/2	4 1/2	4 1/2

## OTHER D. S. MEATS.

Extra short clears .....	35-45	5u
Extra short ribs .....	35-45	5u
Regular plates .....	6-8	3 1/2
Clear plates .....	4-6	3 1/2
Jowl butts .....	.....	3
Green square jowls .....	.....	3 1/2
Green rough jowls .....	.....	3

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

SATURDAY, JUNE 18, 1932.

	Open.	High.	Low.	Close.
LARD—				
July .....	4.10	4.17 1/2	4.10	4.10ax
Sept. .....	4.10	4.17 1/2	4.10	4.17 1/2ax
Oct. ....	4.08	4.07 1/2	4.08	4.20b
Jan. ....	4.05	.....	.....	4.07 1/2b

CLEAR BELLIES—				
July .....	4.35	.....	.....	4.35
Sept. ....	4.45	.....	.....	4.45b

MONDAY, JUNE 20, 1932.

LARD—				
July .....	4.15	4.20	4.15	4.17 1/2
Sept. ....	4.22 1/2	4.27 1/2	4.22 1/2	4.25
Oct. ....	4.20	.....	.....	4.27 1/2b
Jan. ....	4.20	.....	.....	4.20

CLEAR BELLIES—				
July .....	4.37 1/2	.....	.....	4.37 1/2ax
Sept. ....	4.50	4.55	4.50	4.55

TUESDAY, JUNE 21, 1932.

LARD—				
July .....	4.12 1/2	4.17 1/2	4.12 1/2	4.17 1/2ax
Sept. ....	4.20	4.30	4.20	4.25b
Oct. ....	4.22 1/2	4.30	4.22 1/2	4.27 1/2ax
Jan. ....	4.20	.....	.....	4.17 1/2b

CLEAR BELLIES—				
July .....	4.37 1/2	.....	.....	4.37 1/2ax
Sept. ....	4.55	4.57 1/2	4.55	4.57 1/2

WEDNESDAY, JUNE 22, 1932.

LARD—				
July .....	4.10	4.12 1/2	4.10	4.10ax
Sept. ....	4.22 1/2	4.22 1/2	4.20	4.20
Oct. ....	4.25	4.25	4.20	4.20
Jan. ....	4.12 1/2	.....	.....	4.12 1/2ax

CLEAR BELLIES—				
July .....	4.37 1/2	.....	.....	4.37 1/2
Sept. ....	4.57 1/2	.....	.....	4.57 1/2

THURSDAY, JUNE 23, 1932.

LARD—				
July .....	4.30	4.25	4.20	4.25ax
Sept. ....	4.25	4.37 1/2	4.22 1/2	4.32 1/2b
Oct. ....	4.25	4.37 1/2	4.25	4.37 1/2ax
Jan. ....	4.15	4.32 1/2	4.15	4.32 1/2

CLEAR BELLIES—				
July .....	4.45	4.50	4.45	4.50ax
Sept. ....	4.62 1/2	4.70	4.62 1/2	4.70b

FRIDAY, JUNE 24, 1932.

LARD—				
July .....	4.25	4.30	4.25	4.30b
Sept. ....	4.35	4.40	4.35	4.40
Oct. ....	4.40	4.40	4.37	4.40b
Jan. ....	4.30	4.32	4.30	4.32b

CLEAR BELLIES—				
July .....	4.65	4.70	4.65	4.70b
Sept. ....	.....	.....	.....	4.90b

Key: ax, asked; b, bid; n, nominal; —, split.

## WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## ANIMAL OILS.

Prime edible lard oil .....	@ 8
Headlight burning oil .....	@ 7 1/2
Prime winterstrained .....	@ 7
Extra winterstrained .....	@ 6 1/2
Extra lard oil .....	@ 6 1/2
Extra No. 1 .....	@ 5 1/2
No. 1 lard oil .....	@ 5 1/2
No. 2 lard oil .....	@ 5 1/2
Acidless tallow oil .....	@ 5 1/2
20° C. T. neatfoot oil .....	@ 12 1/2
Pure neatfoot .....	@ 7 1/2
Special neatfoot .....	@ 6 1/2
Extra neatfoot .....	@ 6 1/2
No. 1 neatfoot .....	@ 6

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops .....	\$1.32 1/4 @ 1.35
Oak pork barrels, black iron hoops .....	1.37 1/4 @ 1.40
Ash pork barrels, galv. iron hoops .....	1.47 1/4 @ 1.50
White oak ham tierces .....	2.10 @ 2.12 1/2
Red oak lard tierces .....	1.75 @ 1.77 1/2
White oak lard tierces .....	1.85 @ 1.87 1/2

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended June 18, 1932:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended—	Jan. 1 to	June 18, 1932.	June 20, 1932.	June 18, 1932.	June 20, 1932.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	1,422	1,412	634	28,116	194	194
To Belgium .....	.....	.....	.....	.....	.....	.....
United Kingdom .....	1,358	1,267	600	23,977	194	194
Other Europe .....	.....	10	.....	.....	.....	.....
Cuba .....	54	110	7	1,083	.....	.....
Other countries .....	10	25	18	1,906	.....	.....

## BACON INCLUDING CUMBERLANDS.

Total .....	674	604	552	8,906	.....	.....
To Germany .....	13	.....	.....	123	.....	.....
United Kingdom .....	408	380	406	4,300	.....	.....
Other Europe .....	82	67	50	800	.....	.....
Cuba .....	141	129	84	3,128	.....	.....
Other countries .....	30	28	3	600	.....	.....

## PICKLED PORK.

Total .....	130	286	198	7,028	.....	.....
To United Kingdom .....	140	47	310	.....	.....	.....
Other Europe .....	0	.....	.....	.....	.....	.....
Canada .....	60	131	70	800	.....	.....
Other countries .....	70	6	72	5,313	.....	.....

## LARD.

Total .....	9,742	7,625	6,843	276,106	.....	.....
To Germany .....	1,285	1,044	1,292	71,800	.....	.....
Netherlands .....	486	507	452	15,119	.....	.....
United Kingdom .....	6,655	4,565	4,156	125,700	.....	.....
Other Europe .....	369	473	348	11,577	.....	.....
Cuba .....	947	768	256	16,821	.....	.....
Other countries .....	.....	268	339	32,311	.....	.....

## TOTAL EXPORTS BY PORTS.

	Week ended June 18, 1932.	Hams and shoulders.	Bacon.	Pork.	Lard.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	1,422	674	130	970	.....
Boston .....	17	.....	.....	.....	.....
Detroit .....	1,036	155	.....	2,007	.....
Port Huron .....	61	33	60	1,416	.....
Key West .....	54	141	70	847	.....
New Orleans .....	.....	.....	.....	.....	.....
New York # .....	254	345	.....	3,961	.....
Baltimore .....	.....	.....	.....	100	.....

## DESTINATION OF EXPORTS.

		Hams and shoulders.	Bacon.
Exported to:		M lbs.	M lbs.
United Kingdom (total) .....	1,358	406	
Liverpool .....	588	367	
London .....	342	1	
Manchester .....	18		
Glasgow .....	280		
Other United Kingdom .....	121	19	
Exported to:		Lard.	
Germany (total) .....	1,285		
Hamburg .....	1,285		
Others .....	0		

\*Corrected to April 30, 1932.

# Exports to Europe only.

c Report not received.

## CURING MATERIALS.

	Bbls.	Sacks
Nitrite of soda, 1 c. l. Chicago .....	10 1/2	.....
Saltwater, 25 bbl. lots, f.o.b. N. Y.:	.....	.....
DBI refined granulated .....	6 1/2	1.00
Small crystals .....	7 1/2	.....
Large crystals .....	7 1/2	.....
Bbl. ref. gran. nitrate of soda .....	8 1/2	1.25
Less than 25 bbl. lots, 1/4 c. more.	.....	.....

Salt—		
Granulated, carlots, per ton, f.o.b. Chicago, bulk .....	.....	4.00
Medium, carlots, per ton, f.o.b. Chicago, bulk .....	.....	4.25
Rock, carlots, per ton, f.o.b. Chicago .....	.....	4.50

Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans .....	.....	@ 2.80
Second sugar, 90 basis .....	.....	@ 2.80
Syrup testing 68 to 69 combined sucrose and invert, New York .....	.....	@ 2.80
Standard gran. f.o.b. refiners (2%) .....	.....	@ 3.00
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....	.....	@ 3.12
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....	.....	@ 3.06

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground
Allspice .....	5	8
Cinnamon .....	12	16
Cloves .....	15	20
Coriander .....	7	10
Ginger .....	.....	.....
Mace, Banda .....	40	45
Nutmeg .....	12	16
Pepper, black .....	11½	14
Pepper, Cayenne .....	.....	14
Pepper, red .....	.....	20
Pepper, white .....	12	16

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers—	Week ended June 18, 1932.	Cor. week, 1931.
400-600	13 1/4 @ 13 1/2	15 @ 15 1/2
600-800	12 1/2 @ 13 1/4	13 1/4 @ 14
800-1000	12 1/4 @ 12 1/2	12 1/2 @ 13 1/4
Good native steers—		
400-600	11 1/4 @ 12 1/4	13 1/4 @ 14 1/4
600-800	11 1/4 @ 12 1/4	12 1/2 @ 13
800-1000	11 1/4 @ 12 1/4	12 @ 13
Medium steers—		
400-600	10 1/4 @ 11 1/4	12 1/2 @ 13
600-800	10 1/4 @ 11 1/4	11 1/2 @ 12 1/2
800-1000	11 @ 11 1/2	11 @ 12
Heifers, good, 400-600	10 1/4 @ 11 1/4	10 1/2 @ 11 1/2
Cows, 400-600	7 1/4 @ 8 1/4	8 @ 10 1/4
Hind quarters, choice	@ 8 1/2	@ 9 1/2
Fore quarters, choice	@ 8 1/2	@ 9 1/2

## Beef Cuts.

Steer loins, prime	@ 29	@ 31
Steer loins, No. 1	@ 28	@ 30
Steer loins, No. 2	@ 24	@ 26
Steer short loins, prime	@ 40	@ 42
Steer short loins, No. 1	@ 39	@ 41
Steer short loins, No. 2	@ 19	@ 20
Steer loin ends (hips)	@ 19	@ 20
Steer loin ends, No. 2	@ 19	@ 20
Cow loins	@ 17	@ 18 1/2
Cow short loins	@ 21	@ 22
Cow loin ends (hips)	@ 14	@ 15 1/2
Steer ribs, No. 1	@ 17	@ 18 1/2
Steer ribs, No. 2	@ 16	@ 17
Cow ribs, No. 2	@ 11	@ 12
Cow ribs, No. 3	@ 10	@ 11 1/2
Steer rounds, No. 1	@ 15 1/2	@ 16 1/2
Steer rounds, No. 2	@ 14	@ 15
Steer chucks, prime	@ 10	@ 11
Steer chucks, No. 1	@ 9 1/2	@ 10 1/2
Steer chucks, No. 2	@ 9	@ 10
Cow chucks	@ 7	@ 8 1/2
Steer plates	@ 6	@ 7 1/2
Medium plates	@ 3 1/2	@ 4
Briskets, No. 1	@ 11	@ 12
Steer navel ends	@ 3	@ 4
Cow navel ends	@ 3	@ 4
Fore shanks	@ 6	@ 7
Hind shanks	@ 4	@ 5 1/2
Strip loins, No. 1, bbls.	@ 48	@ 50
Strip loins, No. 2	@ 43	@ 45
Shinloin butts, No. 1	@ 25	@ 27
Shinloin butts, No. 2	@ 17	@ 19
Beef tenderloins, No. 1	@ 50	@ 53
Beef tenderloins, No. 2	@ 45	@ 48
Bump butts	@ 18	@ 20
Flank steaks	@ 15	@ 17
Shoulder clods	@ 11	@ 12
Hanging tenderloins	@ 8	@ 9
Outsides, green, 5@8 lbs.	@ 14	@ 15 1/2
Outsides, green, 5@6 lbs.	@ 9	@ 10 1/2

## Beef Products.

Brains (per lb.)	@ 5	@ 6
Hearts	@ 3 1/2	@ 4
Tongues	@ 14	@ 15
Sweetbreads	@ 16	@ 17
On-lard, per lb.	@ 5	@ 6
Fresh tripe, plain	@ 4	@ 5
Fresh tripe, H. C.	@ 8	@ 9
Livers	@ 12	@ 13
Kidneys, per lb.	@ 11	@ 12

## Veal.

Choice carcass	10 @ 11	12 @ 13
Good carcass	8 @ 9	10 @ 11
Good saddles	10 @ 11	12 @ 13
Good racks	7 @ 8	9 @ 10
Medium racks	5 @ 6	7 @ 8

## Veal Products.

Brains, each	@ 5	@ 6
Sweetbreads	@ 45	@ 48
Calf livers	@ 40	@ 43

## Lamb.

Choice lambs	@ 18	@ 19
Medium lambs	@ 16	@ 17
Choice saddles	@ 20	@ 22
Medium saddles	@ 18	@ 20
Choice fores	@ 14	@ 15
Medium fores	@ 12	@ 13
Lamb fries, per lb.	@ 20	@ 22
Lamb tongues, per lb.	@ 10	@ 11
Lamb kidneys, per lb.	@ 20	@ 22

## Mutton.

Heavy sheep	@ 3	@ 3 1/2
Light sheep	@ 4	@ 4 1/2
Heavy saddles	@ 6	@ 7
Light saddles	@ 4	@ 5
Heavy fores	@ 2	@ 3
Light fores	@ 6	@ 7
Mutton loins	@ 12	@ 13
Mutton stew	@ 7	@ 8
Sheep tongues, per lb.	@ 10	@ 11
Sheep heads, each	@ 8	@ 9

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 12 1/2	@ 20
Picnic shoulders	@ 8 1/2	@ 11
Skinned shoulders	@ 7	@ 10
Tenderloins	@ 25	@ 40
Spare ribs	@ 4 1/2	@ 7
Back fat	@ 5	@ 9
Boston butts	@ 7 1/2	@ 13
Boneless butts, cellar trim,		
2@4	@ 10 1/4	@ 17
Hocks	@ 5	@ 8
Tails	@ 5	@ 8
Neck bones	@ 2	@ 3
Slip bones	@ 9	@ 10
Blade bones	@ 5	@ 9
Pigs' feet	@ 3	@ 4
Kidneys, per lb.	@ 5	@ 7
Livers	@ 2 1/2	@ 3 1/2
Brains	@ 5	@ 10
Ears	@ 4 1/2	@ 7
Snouts	@ 5	@ 8
Heads	@ 5	@ 8

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 16	@ 19 1/2
Country style sausage, fresh in link	@ 15	@ 18 1/2
Country style sausage, fresh in bulk	@ 13 1/2	@ 16 1/2
Country style pork sausage, smoked	@ 15	@ 18 1/2
Frankfurts in sheep casings	@ 14	@ 17 1/2
Frankfurts in hog casings	@ 14	@ 17 1/2
Bologna in beef buns, choice	@ 14	@ 17 1/2
Bologna in beef middles, choice	@ 14	@ 17 1/2
Liver sausage in beef rounds	@ 15 1/2	@ 18 1/2
Smoked liver sausage in hog buns	@ 14	@ 17 1/2
Liver sausage in hog buns	@ 14	@ 17 1/2
Head cheese	@ 13	@ 16
New England luncheon specialty	@ 18	@ 21
Mixed luncheon specialty, choice	@ 15	@ 18
Tongue sausage	@ 15 1/2	@ 18 1/2
Blood sausage	@ 13	@ 16
Souse	@ 13	@ 16
Polish sausage	@ 14	@ 17

## DRY SAUSAGE.

Cervelat, choice, in hog buns	@ 36	@ 40
Thuringer cervelat	@ 15	@ 18
Farmer	@ 22	@ 25
Holsteiner	@ 20	@ 23
B. C. salami, choice	@ 35	@ 38
Miano salami, choice, in hog buns	@ 15	@ 18
B. C. salami, new condition	@ 26	@ 29
Frises, choice in hog middles	@ 26	@ 29
Genoa style salami	@ 37	@ 40
Pepperoni	@ 34	@ 37
Mortadella, new condition	@ 33	@ 36
Capicola	@ 26	@ 29
Italian style hams	@ 26	@ 29
Virginia hams	@ 31	@ 34

## SAUSAGE MATERIALS.

Regular pork trimmings	3 @ 3 1/4	@ 3 1/2
Special lean pork trimmings	6 @ 3 1/4	@ 3 1/2
Extra lean pork trimmings	6 @ 3 1/4	@ 3 1/2
Neck bone trimmings	4 @ 4 1/2	@ 5
Pork cheek meat	4 1/2 @ 5	@ 5 1/2
Pork hearts	2 @ 2 1/2	@ 2 1/2
Pork livers	1 1/2 @ 2	@ 2 1/2
Native boneless bull meat (heavy)	@ 6 1/4	@ 6 1/2
Boneless chucks	@ 5 1/2	@ 6
Shank meat	@ 5	@ 6
Beef trimmings	@ 4 1/2	@ 5
Beef cheeks (trimmed)	@ 4 1/2	@ 5
Dressed canners, 350 lbs. and up	@ 4 1/2	@ 5
Dressed cutter cows, 400 lbs. and up	@ 5	@ 6
Bo. bolocana bulls, 400 lbs. and up	@ 5	@ 6
Beef tripe	@ 2	@ 3
Pork tongues, canner trim S. P.	4 1/2 @ 5	@ 5 1/2

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack	20	
Domestic rounds, 140 pack	32	
Export rounds, wide	43	
Export rounds, medium	31	
Export rounds, narrow	33	
No. 1 weasands	13	
No. 2 weasands	6 1/4	
No. 1 bungs	16	
No. 2 bungs	10	
Middles, regular	10	
Middles, select wide, 2 3/4 in. diameter	1 1/2	
Middles, select, extra wide, 2 1/2 in. and over	2 1/2	
Dried bladders:		
12-15 in. wide flat	1 1/2	
10-12 in. wide flat	50	
8-10 in. wide flat	40	
6-8 in. wide flat	40 and 45	
Hog casings:		
Narrow, per 100 yds.	2 1/2	
Narrow, special, per 100 yds.	1 1/2	
Medium, regular	50	
Wide, per 100 yds.	50	
Extra wide, per 100 yds.	50	
Export bungs	30	
Larger prime bungs	22	
Medium prime bungs	10 1/2 to 11 1/2	
Small prime bungs	7 to 8	
Middles, per set	20	
Stomachs	12	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$4.00	
Large tins, 1 to crate	5.00	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	5.00	
Large tins, 1 to crate	6.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	4.25	
Large tins, 1 to crate	5.25	

## DRY SALT MEATS.

Extra short clears	@ 4 1/4	
Extra short ribs	@ 4 1/4	
Short clear middles, 60-lb. av.	@ 6	
Clear bellies, 14@20 lbs.	@ 4 1/4	
Clear bellies, 14@16 lbs.	@ 4 1/4	
Rib bellies, 20@25 lbs.	@ 4 1/4	
Rib bellies, 25@30 lbs.	@ 4 1/4	
Fat backs, 10@12 lbs.	@ 3 1/4	
Fat backs, 14@16 lbs.	@ 3 1/4	
Regular plates	@ 2 1/4	
Butts	@ 2 1/4	

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 13 1/4	
Fancy skd. hams, 14@16 lbs.	@ 14 1/4	
Standard reg. hams, 14@16 lbs.	@ 12 1/2	
Picnic, 4@6 lbs.	@ 10	
Fancy bacon, 6@8 lbs.	@ 15 1/4	
Standard bacon, 6@8 lbs.	@ 11 1/4	
No. 1 beef ham extra, smoked	@ 24	
Outsides, 8@12 lbs.	@ 23	
Outsides, 5@9 lbs.	@ 23	
Knuckles, 5@9 lbs.	@ 25	
Cooked hams, choice, skin on, fatted	@ 21	
Cooked hams, choice, skinned, fatted	@ 22	
Cooked picnic, skin on, fatted	@ 15	
Cooked picnic, skinned, fatted	@ 15 1/2	
Cooked loin roll, smoked	@ 29	

## BARRELED PORK AND BEEF.

Meas pork, regular	\$ 14.00	
Family back pork, 24 to 34 pieces	@ 14.00	
Family back pork, 35 to 45 pieces	@ 13.00	
Clear back pork, 40 to 50 pieces	@ 13.00	
Clear plate pork, 25 to 35 pieces	@ 10.00	
Brisket pork	@ 10.00	
Bean pork	@ 10.00	
Plate beef	@ 12.00	
Extra plate beef, 200 lb. bbls.	@ 13.00	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	
Honeycomb tripe, 200-lb. bbl.	13.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Tork feet, 200-lb. bbl.	18.50	
Pork tongues, 200-lb. bbl.	25.00	
Lamb tongues, short cut, 200-lb. bbl.	37.00	

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 11	
Nut. 1-lb. cartons, f.o.b. Chicago (30 and 60-lb. solid packed tubs, 1c per lb. less)	@ 9 1/2	
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 11	
Prime steam, cash (Bd. Trade)	@ 4.20	
Prime steam, loose (Bd. Trade)	@ 3.77 1/2	
Kettle rendered, tierces, f.o.b. Chgo.	@ 6	
Refined lard, tierces, f.o.b. Chicago	@ 5 1/4	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 6	
Neutral, in tierces, f.o.b. Chicago	@ 5 1/4	
Compound vegetable, tierces, c.a.f.	@ 6 1/4	

## OLEO OIL AND STEARINE.

Extra oleo oil	5 1/4 @ 5 1/4	
Prime No. 1 oleo oil	4 1/4 @ 4 1/4	
Prime No. 2 oleo oil	4 @ 4	
Prime No. 3 oleo oil	3 1/2 @ 3 1/2	
Prime oleo stearine, edible	3 @ 3 1/2	

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	2 1/2 @ 2 1/2	
Prime packers' tallow	2 1/2 @ 2 1/2	
No. 1 tallow, 10% f.f.a.	1 1/2 @ 1 1/2	
No. 2 tallow, 40% f.f.a.	1 1/4 @ 1 1/4	
Choice white grease	2 @ 2 1/2	
A-White grease	1 1/2 @ 1 1/2	
B-White grease, max. 8% acid	1 1/4 @ 1 1/4	
Yellow grease, 10@15%	1 1/4 @ 1 1/4	
Brown grease, 40% f.f.a.	1 @ 1 1/4	

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt	2 1/4 @ 2 1/4	
White, deodorized, in bbls., f.o.b. Chgo.	5 1/4 @ 5 1/4	
Yellow, deodorized	5 1/4 @ 5 1/4	
Soap stock, 50% f.f.a., f.o.b.	5 1/4 @ 5 1/4	
Corn oil, in tanks, f.o.b. mills	2 1/2 @ 2 1/2	
Soya bean oil, f.o.b. mills	2 1/2 @ 2 1/2	
Cocconut oil, seller's tanks, f.o.b. coast	2 1/2 @ 2 1/2	
Refined in bbls., f.o.b. Chicago	6 1/4 @ 6 1/4	

# Retail Section

## Creative Meat Selling Western Retailer Finds It Good Business to Arouse Demand

A Western retail meat dealer last year suffered a \$1,400 reduction in his volume, but his profits were slightly over 1 per cent greater than the previous year.

He was able to make this showing because he used methods unusual in meat retailing.

Instead of trying to anticipate customer demand—as is usual in most retail meat stores—he buys his stock and then creates demand for it—a step forward in retail meat merchandising some other retailers may find profitable.

This retailer is O. W. Baker, owner of the meat market in the Boy's Public Market, Denver, Colo. In discussing his methods with a representative of THE NATIONAL PROVISIONER, Mr. Baker said:

### He Makes the Demand.

"At least half of this percentage of profit increase is due to my having revamped my buying program to meet changed conditions brought about by the depression.

"Formerly I tried to figure out what my customers would buy and placed orders accordingly. Now I make the rounds of the meat plants early Monday morning. I find out what they are 'long' on, and proceed to create a demand in my market for the meats I am thus able to buy.

"For instance, there is a big holiday demand for leg of lamb. Up goes the price, and every market tries frantically to get hold of enough to meet its demand.

"I work a little differently. Instead of buying legs I buy shoulders. These are boned out and rolled. The meat is good, the boned shoulder is easily carved, and if it contains a little more fat than the leg, this fat adds to the flavor.

### Tell Customers of Values.

"The customer is given these facts. Some will still insist on having a leg, but many others are grateful for the suggestions about the less expensive cut, and they buy it.

"When legs must sell for 27c lb., for example, the rolled shoulder can be sold for 19c lb. I have found that when buying a lamb shoulder for 8c lb., for example, and selling it with the bone in I can get 14c lb. and make a profit of \$1.00. By boning and rolling the meat

it can be sold for 19c lb., with a profit of \$1.10.

"For every 20 legs we sell we move 50 or more rolled shoulders. And with the shank left on it makes a very attractive roast.

"Any retailer can sell something he is sold on himself. A little incentive will sometimes make an enormous increase on some one item.

### Increased Sausage Demand.

"An occasional demonstration has definite good results. For instance, one time we advertised a moderately-priced summer sausage as a special. Customers would be served with a bit of the sausage upon visiting the market. We usually sell about 5 lbs. of this sausage in a week. That week we sold 250 lbs.

"The boys behind the counter were offered a little bonus for every pound of this sausage sold. We did not encourage small sales of 10c or 15c. We put the sausage up in 'pieces', some two pounds and others various uneven quantities. All were marked with the price of the 'piece.' The customer reaction to this packaging was most favorable.

### Specials Attract Customers.

"Another successful 'special' is the demonstration and sale of ham. The result of advertising ham sandwiches from 9 in the morning until 4 in the afternoon is one long stream of people coming into the store. Not only is the sale of hams more than doubled, but a by-product—ham spread—which we make at a nice profit, is always successfully pushed by all employees.

"This spread is made from ham hocks. Twenty-five pounds of ham hocks will make approximately 22 lbs. of spread. We cook the ham and grind it, then add sweet pickles, pimientos, and mayonnaise, and flavor with some of the richest of the ham broth. Molded in tins, this spread may either be sliced and served cold or spread like butter. Sandwich spreads of this type usually can be sold for at least 35c a lb.

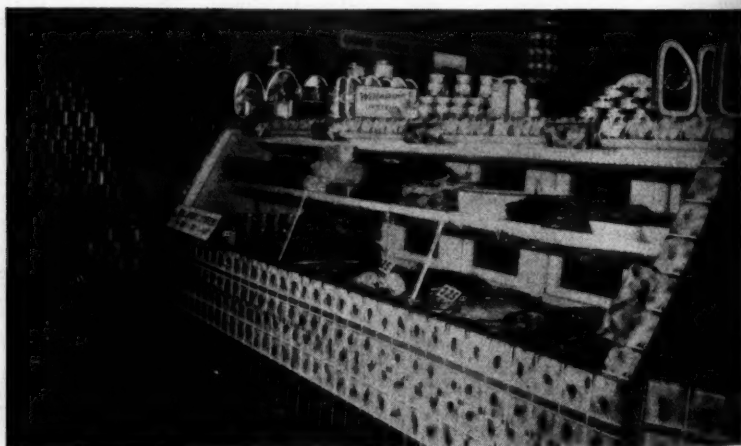
Mr. Baker plays with his ledger and finds it an interesting and profitable game. Every week the total of outgoing moneys subtracted from the total of the incoming moneys on the opposite page gives him a figure to compare with a like figure of that same week of the year previous.

### Regulate Costs and Expenditures.

The previous year's figures are kept marked so that ready reference may be had at all times. And the game is of course, only interesting when the newest figure is the larger. According to this comparison Mr. Baker regulates his buying costs and his advertising expenditures.

"I figure that advertising expense should be a little more than one-half as much as the rental expense," he says. "And if profits show up as a decided increase, then it is time to spend a little more on advertising.

"Do something different. Recently I had occasion to spend a few dollars more on my advertising campaign for the week, and in addition to the regular display advertisement in the newspaper, I inserted a very small notice on each page calling attention to the fact that



DISPLAYS WITHIN REACH OF CUSTOMERS BOOST CANNED MEAT SALES.

Canned meats sell well the entire year when they are properly merchandised, but they have a special appeal for the housewife during the warmer months. Placing displays within easy reach of customers, where the various products can be inspected and the labels read, is an effective way of arousing interest and building volume. In this store the top of the display case is being used to display canned meats. Displays on showcases should not be made too high, and crowding should be avoided.

on such a page my large ad appeared. No possible check-up could be made on this, but there was undoubtedly a stimulated interest.

"It should be possible to keep the total overhead expenses to 15 per cent of the gross sales. A constant check on this enables the merchant to know exactly how he can price merchandise and make a profit.

#### Quality and Quantity.

"An occasional exceptional buy makes it possible to have a good drawing 'leader' for Saturday without having to reduce any regularly priced items. Recently I happened on a bargain in lard and bought 5,000 lbs. A few days later a carload of the same lard turned over and I took on 3,000 lbs. more of the damaged lot, damaged only to the extent of crushed pails. I sold it at a low price but made a nice profit.

"If the merchandise is of the very best quality the dealer need not be afraid of quantity, for it is possible to create a demand and make his own market. I often persuade certain restaurants to include certain meats in their menus on specified days because I know I can buy a quantity. It is not necessary to reduce the price to the consumer in this case."

#### NEWS OF THE RETAILERS.

E. J. Kolpack has opened a retail meat business at 607 West Capitol Drive, Milwaukee, Wis.

John G. Asmar has opened the White Front Market at 425 Third st., Portland, Ore.

Laurence Brown, Eugene, Ore., has opened a retail meat store under the name of Miller's Quality Market.

Charles Zierath, owner of the Quality Market, Charles City, Ia., has moved his business to the corner of Main and Kelly sts.

J. Michalski will conduct a retail meat business at 3402 South Sixteenth st., Milwaukee, Wis.

Henry Mortenson and George Martinson have engaged in the retail meat business in Kennebec, Minn.

L. W. Sauers, Dayton, Ore., has disposed of his retail meat business to H. L. Montgomery.

Wm. Lynn and Orvald France have engaged in the retail meat business in Cheboygan, Mich., under the name of the Family Meat Market.

The John Hammond food store, Burbank, S. D., has been purchased by Tramp and Merkel.

John Kreese, St. Paul, Minn., has applied for a license to conduct a retail meat business at 2510 Nineteenth ave.

T. F. Gebbre, Carbon, Ia., has added a meat department to his general store.

Eclipse Meat Market has opened for business at 401 East Park ave., Anacosta, Mont.

Sherman Jondall, formerly manager of the meat department at Thompson's Food Store, Marshalltown, Ia., has purchased the meat department in the Red Ball store, 129 East Main st.

Roy E. Lamb's White Palace Grocery & Market, Portland, Ore., has been incorporated with a capital of \$10,000 by Roy E., Charles I. and Asa C. Lamb.

The meat market of John Foresman, Hackensack, Minn., was destroyed by fire recently.

## Illinois Convention Association Goes on Record as Favoring Quality Sausage

The annual convention of the Illinois State Association of Retail Meat Dealers, held in the Hotel Inman, Champaign, June 19 and 20, was a most instructive and enjoyable affair. In point of attendance this was one of the largest conventions ever held by this organization, in excess of 120 delegates being present. All sections of the state were represented.

The first session was called to order on the afternoon of June 19. Two prominent speakers addressed the convention at this time. These were Prof. Sleeter Bull of the University of Illinois and Prof. H. H. Mitchell, also of the university.

The second session was held on the morning of June 20. This was devoted entirely to routine business. At the banquet, held on the evening of June 19 those present had the pleasure of listening to addresses by Prof. F. A. Russell of the University of Illinois and John A. Kotal, secretary of the National Association of Retail Meat Dealers.

#### Governing Body Proposed.

A number of important resolutions were passed by the convention. Among these were the following:

That the Institute of American Meat Packers, in cooperation with the Illinois State Association of Retail Meat Dealers,

propose legislation to be enacted for the protection of American products by levying duties on imported animal, vegetable and fish oils and fats so as to assist home industry.

That the Illinois State Association be requested to ascertain whether it is against the pure food laws to excessively pump meats and meat products.

That the meat industry elect a self-governing and supervising body for the meat industry of the United States, representative of producer, meat packer and retailer; that a self-imposed levy of 2c per 100 lbs. of meat and meat food products sold through the wholesaler or processor be made, this fee to be collected through the packer wholesaler or processor; that the association ask livestock producers and meat packers to take like action that a sufficient sum may be provided to establish a regulatory and governing body.

#### Use of Skewers Opposed.

That the classification and grading of meat as now in force by the U. S. Department of Agriculture, which has proven to be a universal custom in the proper description and definition of meats throughout the United States, be again approved by the Illinois State Association of Retail Meat Dealers; that this organization favor the branding or stamping of all carcasses under the definitions as promulgated by the U. S. Department of Agriculture.

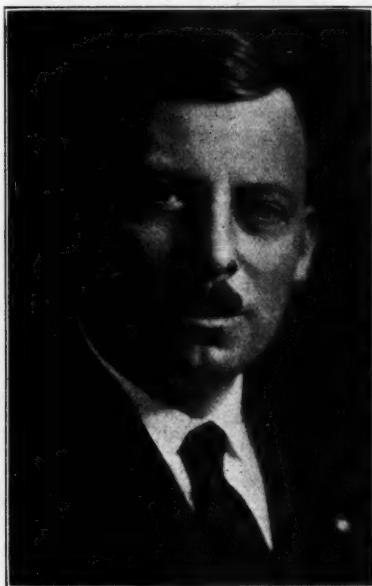
That the Illinois State Association of Retail Meat Dealers respectfully request the various local branches to pass resolutions requesting congressmen and senators to use their influence to have vocational education throughout the country continued.

That the Association go on record as unalterably opposed to the use of skewers in carcass beef, and that it use its influence to have the practice stopped.

#### Want Good Quality Sausage.

That the Association go on record as being opposed to the practice of packers bidding for restaurant and hotel business, since it is unethical and unfair and not for the best interest of the industry.

That the Association strongly urge upon the Packers and Sausage Manufacturers Association of Chicago the necessity of supplying only sausage of good to high quality. Only by this policy can the public be retained as sausage consumers in view of the low prices of fresh meats. The public today eats sausage because it prefers sausage, and it can only prefer sausage of high quality. That it be the sense of the convention that the chairman appoint a committee of five retailers and also request the Chicago Sausage Manufacturers Association to (Continued on page 51.)



A. J. KAISER.

Re-elected secretary of the Illinois State Association of Retail Meat Dealers.

# New York Section

## AMONG RETAIL MEAT DEALERS.

Final meeting of the season was held on June 23 by the Brooklyn Branch, when a surprise testimonial was tendered to president Anton Hehn. After the regular meeting and wind-up of the card tournament, supper was served. Mr. Hehn was presented with a floral token, presentation speech being made by Al Rosen. Large delegations from other Brooklyn branches were present. During the summer months the business office will be conducted in the home of John Harrison, 620 75th st., Brooklyn.

Ye Olde New York branch met on June 21 and outlined a membership drive whereby present members will be given \$2.00 for each new member suggested and accepted by the branch. Plans were also discussed for holding an open meeting in July, at which time it is hoped to have a member of the board of education and a meat merchandiser talk to the members.

William Steinhauer was made an honorary member of Bronx Branch at its last meeting. Mr. Steinhauer is a charter member but has retired from active business. Winners in the recent convention car contest were: First, E. Ritzman, second, W. Wolf, F. Faulkowitz, and E. Denny; third, Fred Vogelsang. First was donated by E. Ritzman, second by branch, and third by Fred Vogelsang. Members will close their markets all day Fourth of July.

Reports of the convention committees occupied most of the meeting of South Brooklyn Branch, Tuesday evening. It was decided not to hold any meetings, except on call or special notice, during the summer. However, business manager John Harrison, 620 75th st., Brooklyn, will be glad to answer all questions.

Ladies Night of Jamaica Branch, Tuesday of this week became a real family party. There was dancing, and

a buffet supper was served. Guests included state president and Mrs. Anton Hehn, executive state secretary and Mrs. David Van Gelder, and Mr. and Mrs. Frank Millar.

Delegates to the state convention made an elaborate report at the meeting of Eastern District Branch last week. Definite plans for the bus ride have not materialized. President Chris Stein was back in the chair after his recent illness.

The Jamaica Branch held its meeting on June 21 and after adjournment the members listened to details of the Schmeling-Sharkey fight over a radio that had been installed in the meeting rooms.

Theodore Meyer, treasurer Eastern District Branch and Mrs. Meyer, celebrated their thirty-first wedding anniversary June 25.

It is learned with regret that Al Haas, past president Eastern District Branch, is ill at his home.

## NEW YORK NEWS NOTES.

Miss Elizabeth Smith, Swift & Company, central office, will spend three weeks at Atlantic City.

S. B. Dietrich, vice president, Hunter Packing Co., East St. Louis, Ill., spent the past week in New York.

President Samuel Slotkin, Hygrade Food Products Corporation, spent several days at the Hygrade plants in Buffalo, N. Y., and Wheeling, W. Va., during the past week.

Visitors to Swift & Company, New York, during the past week included H. C. Stanton, specialty sales department, and A. L. Jewell, branch house department, both from Chicago.

Employees of the Hygrade Food Products Corporation had an outing to Atlantic Highlands, N. J., on June 26 on a steamer chartered for the day. The program included a pie-eating contest, the winner of which was awarded a very special prize donated by president Samuel Slotkin.

James S. Murphy, president of Stickney & Poor Spice Co., Charlestown, Mass., and a director of many manufacturing companies, died on June 20 at the home of his daughter. Mr. Murphy became president of the Stickney & Poor Co. in 1909 after long service as treasurer and manager.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended June 18, 1932, were as follows: Meat—Brooklyn, 1,730 lbs.; Manhattan—2,371 lbs.; Bronx, 4 lbs.; Queens, 6 lbs.; total, 4,111 lbs. Fish—Brooklyn, 60 lbs.; Manhattan, 9,875 lbs.; Bronx, 5 lbs.; total, 9,940 lbs. Poultry—Manhattan, 23 lbs.; Bronx, 4 lbs.; total 27 lbs.

The sympathy of the trade has been expressed to the widow of Siegfried Siegel, who operated a high-class provision store at 438 Second ave., New York. Early in June Mr. Siegel was injured in an automobile accident. He died June 16.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on June 23, 1932:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 LBS.):				
Choice	\$12.00@13.00		\$13.50@14.00	
Good	11.00@12.00		12.50@13.50	
Medium	10.50@11.50			
STEERS (550-700 LBS.):				
Choice	12.00@13.00		13.50@14.00	13.00@14.00
Good	11.00@12.00		12.50@13.50	12.00@13.00
STEERS (700 LBS. UP):				
Choice	11.50@12.50	12.50@13.50	13.50@14.00	13.00@14.00
Good	10.50@11.50	11.50@12.50	12.50@13.50	12.00@13.00
STEERS (500 LBS. UP):				
Medium	11.00@12.00	10.50@11.50	11.50@12.50	11.00@12.00
Common	10.00@11.00	9.50@10.50	9.50@11.00	8.50@10.00
COWS:				
Good	8.50@ 9.50	9.00@ 9.50	10.50@11.00	9.50@10.50
Medium	7.50@ 8.50	8.00@ 9.00	9.50@10.50	8.50@ 9.50
Common	6.00@ 7.50	7.50@ 8.00	8.00@ 9.50	7.00@ 8.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	10.50@12.00	12.00@13.00	11.00@13.00	12.00@13.00
Good	9.50@10.50	10.00@12.00	9.00@11.00	11.00@12.00
Medium	8.50@ 9.50	8.00@10.00	8.00@ 9.00	9.00@10.00
Common	7.50@ 8.50	7.00@ 8.00	7.00@ 8.00	8.00@ 9.00
CALF (2) (3):				
Choice	9.00@10.00		9.00@10.00	
Good	8.00@ 9.00		8.00@ 9.00	
Medium	7.00@ 8.00		7.00@ 8.00	
Common	6.00@ 7.00		6.00@ 7.00	
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	16.50@17.50	15.50@16.50	17.00@18.00	17.00@18.00
Good	15.00@16.50	14.50@15.50	15.00@17.00	16.00@17.00
Medium	11.00@15.00	11.00@14.00	11.00@14.00	14.00@16.00
Common	8.00@11.00	9.00@11.00	10.00@11.00	10.00@13.00
LAMB (39-45 LBS.):				
Choice	16.50@17.50	15.50@16.50	17.00@18.00	17.00@18.00
Good	15.00@16.50	14.50@15.50	15.00@17.00	16.00@17.00
Medium	11.00@15.00	11.00@14.00	11.00@14.00	14.00@16.00
Common	8.00@11.00	9.00@11.00	10.00@11.00	10.00@13.00
LAMB (46-55 LBS.):				
Choice	15.00@16.00		16.00@16.50	
Good	14.00@15.00		15.50@16.00	
MUTTON (BWE) 70 LBS. DOWN:				
Good	8.00@ 9.00	7.00@ 8.00	8.00@ 8.50	8.00@ 9.00
Medium	6.00@ 8.00	5.00@ 7.00	6.00@ 8.00	7.00@ 8.00
Common	4.00@ 6.00	4.00@ 5.00	4.00@ 6.00	6.00@ 7.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	12.00@13.50	13.00@13.50	12.00@13.50	11.00@12.00
10-12 lbs. av.	11.50@13.00	13.00@13.50	12.00@13.00	11.00@12.00
12-15 lbs. av.	10.50@11.50	12.00@12.50	11.00@12.00	10.00@11.00
16-22 lbs. av.	9.00@ 9.50	9.50@11.00	9.00@10.50	9.00@10.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	6.00@ 7.00		7.00@ 8.00	6.50@ 8.00
PICNICS:				
6-8 lbs. av.		7.50@ 8.00		7.50@ 9.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	7.50@ 8.50		7.50@ 9.00	8.00@ 9.00
SPARE RIBS:				
Half sheets	4.50@ 6.00			
TRIMMINGS:				
Regular	3.00@ 3.50			
Lean	5.00@ 6.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



## TEN POINTS ABOUT THIS NEW SAUSAGE CASING!

1. DIAMETER—2½ inches to 2¾ inches
2. LENGTH—29 inches to 31 inches long
3. STUFFING capacity—4½ to 5 lbs. each
4. BREAKAGE—Less than 1% by actual tests
5. UNIFORM diameter from end to end
6. STUFFING cost is lower than hog bungs
7. NO MEASURING, cutting or grading to do
8. JUST SOAK for one hour, then stuff
9. "NUSTYLE" are natural animal casings
10. ESPECIALLY suitable for liver sausage

Write for prices and samples of "Nustyle Casings."

**GEO. A. HORMEL & CO.**  
AUSTIN, MINNESOTA.

although it was thought his condition was improving, he passed away on June 16. Several West Fourteenth Street market wholesalers attended the funeral on June 19. The business will continue under the direction of Mr. Siegel's son, Hugo.

### ILLINOIS CONVENTION.

(Continued from page 49.)

ers' Association to appoint a like committee, these two committees to co-operate in a determined effort through conferences with packers and sausage manufacturers to produce meat products of high quality under sanitary conditions. That the above committee also study all conditions that pertain to and will help improve the merchandising of "ready-to-serve" meats, and further, that the convention favor legislation requiring the grading of sausage similar to the law in effect in Michigan.

#### Officers Elected.

The following officers were elected: President, Joseph P. Daly, Waukegan; first vice president, J. C. Adler, Joliet; second vice president, Albert Haese, Waukegan; third vice president, J. McGinnety, Champaign; fourth vice president, Steve Hejna, Chicago; secretary, A. J. Kaiser, Berwyn; treasurer, William Efflant, Moline; sergeant at arms, T. B. Scanlon, Decatur; inner guard, Otto Heindrickson, Moline; outside guard, Fred Ryan, Chicago. The board of directors is composed of the following: Walter H. Kay, Chicago; A. J. Kaiser, Berwyn; Paul Ecklund, Rockford; J. C. Adler, Joliet; John A. Kotal, Chicago; J. P. Daly, Waukegan; Ralph Broquist, Rock Island.

### JUNE HOG AND PORK REVIEW.

Seasonal declines in hog prices occurred during May in both the United States and Europe, and the levels reached were the lowest in several decades. In the United States, market supplies of hogs apparently reached the usual spring peak during the month. Domestic supplies are expected to decrease from now until September, but they probably will be considerably larger than those of the corresponding period last year. In Europe, also, there are indications of seasonally reduced marketings, especially in Germany, but continued heavy supplies are in prospect for the next few months.

Reduced supplies of cured pork in Great Britain during the first half of May, as a result of Danish labor disputes in export slaughterhouses, resulted in a temporarily improved market for pork from other sources. European countries other than Denmark profited most from the sharply higher prices during this period. There was also some increased interest in North American cured pork. Canada got the bulk of that business, however, largely because of the exchange rate which favors that country. The European lard markets continued weak during May.

United States storage supplies of pork and lard continued moderate in May, indicating a fairly rapid movement into domestic consumption. Exports of cured pork in April, particularly to the United Kingdom, were larger than in March, but continued well below corresponding figures of recent years. Lard exports declined further in April. Shipments of pork and lard from the

## for Quality Sausage

Quality Casings Are  
Necessary. Get in Touch  
with Us.

**Sheep Casings  
Beef Casings  
Hog Casings**

**M. J. SALZMAN CO., Inc.**  
619 W. 24th Place Chicago, Ill.  
Cable Masalz; Liebers, Bentley Code

principal ports indicate that exports of both products during May were larger than in the preceding month.

### BELGIUM MARGARINE TAX.

By virtue of a Belgian royal decree, effective March 25, 1932, a tax at the rate of 20 francs per 100 kilos (about \$2.79 per 220.46 lbs.) is placed on all food fats containing one or more of the characteristics of natural butter, such as stearine, olein, margarine, artificial lard, etc. This tax is in addition to a tax of 15 per cent. Manufacturing operations may not exceed eight hours daily. A small office near the main entrance of the factory must be placed at the exclusive disposal of the government inspectors. Margarine plants must have but one entrance and it must be 100 ft. from any street.

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended June 17, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		8,100 lbs.
Austria—Sausage .....		157 lbs.
Canada—Smoked bacon .....		7,764 lbs.
Canada—Calves liver .....		400 lbs.
Canada—Cured pork cuts .....		1,522 lbs.
Canada—Sweet pickled ham .....		35,332 lbs.
Canada—Fresh pork cuts .....		120 lbs.
England—Beef extract .....		840 lbs.
Germany—Smoked ham .....		9,726 lbs.
Germany—Sausage .....		10,628 lbs.
Germany—Bacon .....		296 lbs.
Holland—Meat products .....		490 lbs.
Hungary—Sausage .....		1,302 lbs.
Ireland—Bacon .....		1,064 lbs.
Ireland—Ham .....		227 lbs.
Italy—Sausage .....		7,700 lbs.
Italy—Smoked ham .....		415 lbs.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	6.25@6.50
Cows, common to medium	2.50@4.00
Bulls, common to medium	2.75@3.75

## LIVE CALVES.

Vealers, good to choice	6.50@7.50
Vealers, medium	5.00@6.00

## LIVE LAMBS.

Lambs, spring, good to choice	7.50@8.00
Medium, spring	6.50@7.25

## LIVE HOGS.

Hogs, 180-220 lbs.	4.00@4.05
Hogs, 230-260 lbs.	3.85@4.00

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	5.75@6.00
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## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	14 @15
Choice, native, light	14 @15
Native, common to fair	13 @14

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	14 @15
Native choice yearlings, 440@600 lbs.	14 @15
Good to choice heifers	12 @13
Good to choice cows	10 @11
Common to fair cows	7 @8
Fresh bologna bulls	6 @6

## BEEF CUTS.

	Western.	City.
No. 1 ribs	20 @22	22 @23
No. 2 ribs	17 @19	20 @22
No. 3 ribs	15 @16	16 @18
No. 1 loins	24 @30	25 @30
No. 2 loins	24 @26	24 @26
No. 3 loins	18 @20	20 @22
No. 1 hinds and ribs	16 @18	16 @19
No. 2 hinds and ribs	14 @15	15 @16
No. 3 hinds and ribs	12 @13	13 @14
No. 1 rounds	12 @13	12 @13
No. 2 rounds	11 @12	11 @12
No. 3 rounds	11 @12	11 @12
No. 1 chucks	9 @10	9 @10
No. 2 chucks	8 @9	8 @9
No. 3 chucks	7 @8	7 @8
Bolognas	6 @7	7 @8
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.	50 @60	50 @60
Shoulder clods	11 @12	11 @12

## DRESSED VEAL.

Choice	12 @14
Good	12 @12
Medium	10 @11
Common	8 @10

## DRESSED SHEEP AND LAMBS.

Lambs, good to choice	\$18.00@19.00
Lambs, medium	14.00@17.00
Sheep, good	8.00@8.50
Sheep, medium	6.00@8.00

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	11 1/2 @12
Pork tenderloins, fresh	20 @25
Pork tenderloins, frozen	18 @20
Shoulders, Western, 10@12 lbs. avg.	7 1/2 @8 1/2
Butts, boneless, Western	9 @10
Butts, regular, Western	8 @9
Hams, Western, fresh, 10@12 lbs. avg.	9 @10
Picnic hams, Western, fresh, 6@8 lbs.	9 @10
average	7 @8
Pork trimmings, extra lean	7 @8
Pork trimmings, regular 50% lean	4 @5
Spareribs, fresh	6 @7

## SMOKED MEATS.

Hams, 8-10 lbs. avg.	13 @15
Hams, 10@12 lbs. avg.	12 1/2 @14 1/2
Hams, 12@14 lbs. avg.	12 @13
Picnics, 4@6 lbs. avg.	9 1/2 @10 1/2
Picnics, 6@8 lbs. avg.	9 1/2 @10 1/2
Bollettes, 6@10 lbs. avg.	13 @14
Beef tongue, light	22 @24
Beef tongue, heavy	24 @27
Bacon, boneless, Western	13 @15 1/2
Bacon, boneless, city	13 1/2 @16
City pickled bellies, 8@10 lbs. avg.	9 @11

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	7c a pound
Mutton kidneys	10c each
Livers, beef	37c a pound
Oxtails	12c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .15 per cwt.
Breast fat	@ .35 per cwt.
Edible suet	@ 1/2c per lb.
Cond. suet	@ .50 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	2	.30	.35	.40	.60
Prime No. 2 veals	1	.20	.20	.25	.35
Buttermilk No. 1	1/2	.15	.15	.20	...
Buttermilk No. 2	1/2	.10	.10	.15	...
Branded Gruby	1/2	.05	.05	.10	.15
Number 3	1/2	.05	.05	.10	.15

## BUTTER.

Creamery, extras (92 score)	@17
Creamery, firsts (91 score)	16 1/2 @16 1/2
Creamery, firsts (88 score)	15 @15 1/2

## EGGS.

## (Mixed Colors.)

Special packs, including unusual hennerly selections	16 1/2 @19
Standards—45 lbs.	15 1/2 @16
Rehandled receipts—43 lbs. net	14 1/2 @14 1/2
Checks	11 1/2 @12

## LIVE POULTRY.

Powis, colored, via express	15 @17
Broilers, Rocks, fancy via express	24 @24
Broilers, Leghorns, 2 lbs.	16 @16

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	14 @17
Western, 48 to 54 lbs. to dozen, lb.	14 @16
Western, 43 to 47 lbs. to dozen, lb.	14 @16
Western, 36 to 42 lbs. to dozen, lb.	14 @16
Western, 30 to 35 lbs. to dozen, lb.	13 @15
Fowls—fresh—dry pkd.—12 to box—prime to fcy:	
Western, 60 to 65 lbs. to dozen, lb.	18 @19
Western, 48 to 54 lbs. to dozen, lb.	17 @18
Western, 43 to 47 lbs. to dozen, lb.	17 @17
Western, 36 to 42 lbs. to dozen, lb.	17 @17
Western, 30 to 35 lbs. to dozen, lb.	16 @16

## Ducks—

Long Island, No. 1	13 1/2 @14 1/2
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## Squabs—

White, ungraded, per lb.	15 @25
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## Turkeys, frozen—dry pkd.:

Young toms	18 @25
Young hens	20 @27

## Fowls, frozen—dry pkd.—12 to box—prime to fcy:

Western, 60 to 65 lbs., per lb.	18 @18
Western, 48 to 54 lbs., per lb.	17 @18
Western, 43 to 47 lbs., per lb.	17 @17

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended June 10, 1932:

	June 10	11	13	14	15	16
Chicago	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
New York	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2
Boston	18	18	18	18	18	18
Phila.	18 1/2	18 1/2	18 1/2	18 1/2	18 1/2	18 1/2

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago	52,064	54,983	50,618	1,453,901
N. Y.	70,772	82,817	72,943	1,951,231
Boston	23,710	23,190	24,498	560,358
Phila.	22,434	28,217	19,574	682,480

Total 178,000 192,216 176,583 4,507,900 4,582,406

Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
Chicago	380,961	58,399	11,720,155	16,820,155
New York	285,583	98,791	8,852,895	8,362,609
Boston	163,107	5,036	3,042,522	3,545,901
Phila.	175,620	21,420	3,853,737	2,967,932
Total	1,005,271	183,655	27,460,300	31,696,597

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports	20.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@1.20
Blood, dried, 15-16% per unit	@1.20
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.00 @10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.50 @10c
Fish scrap, acidulated, 9% ammonia, 3% A. P. A. Del'd Balt. & Norfolk	1.50 @50c
Soda Nitrate in bags, 100 lbs. spot	1.77 @1.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.20 @10c
Tankage, unground, 9@10% ammonia	.90c to \$1.00 @10c

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@17.50
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	@22.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@8.00
Potash.	
Manure salt, 30% bulk, per ton	@19.15
Kainit, 14% bulk, per ton	@9.70
Muriate in bags, per ton	@37.15
Sulphate in bags, per ton	@47.50
Potash Salts are less 9% discount.	

## Beef Cracklings.

50% unground	@ .20c
60% unground	@ .30c

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 60.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 50.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended June 18, 1932, with comparisons:

	Week ended June 18.	Prev. week.	Cur. week, 1932.
West. drad. meats:			
Steers, carcasses	7,454	6,757	6,714
Cows, carcasses	488	427	702 1/2
Bulls, carcasses	294	285	23
Veals, carcasses	10,502	8,623	11,494
Lambs, carcasses	33,350	28,682	40,906
Mutton, carcasses	891	662	4,297
Beef cuts, lbs.	217,780	321,033	408,288
Pork cuts, lbs.	1,798,370	1,066,747	1,633,773
Local slaughter:			
Cattle	8,631	8,393	9,065
Calves	13,042	13,007	15,089
Hogs	43,277	42,749	30,628
Sheep	86,348	71,591	68,537

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended June 18, 1932:

	Week ended June 18.	Prev. week.	Cur. week, 1931.
West. drad. meats:			
Steers, carcasses	2,319	2,334	2,047
Cows, carcasses	853	890	815
Bulls, carcasses	367	327	839
Veals, carcasses	1,308	1,291	1,444
Lambs, carcasses	13,148	13,922	15,250
Mutton, carcasses	339	459	1,290
Pork, lbs.	384,061	402,813	402,174
Local slaughters:			
Cattle	1,794	1,578	1,593
Calves	2,773	2,992	3,223
Hogs	18,823	18,308	13,112
Sheep	8,464	7,460	6,451

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended June 18, 1932, with comparisons:

	Week ended June 18.	Prev. week.	Cur. week, 1931.
West. drad. meats:			
Steers, carcasses	2,387	2,466	2,564
Cows, carcasses	1,942	1,961	1,860
Bulls, carcasses	25	33	17
Veals, carcasses	816	723	1,396
Lambs, carcasses	21,406	21,296	24,318
Mutton, carcasses	282	300	1,343
Pork, lbs.	479,510	324,023	508,983

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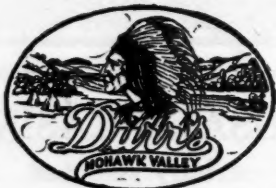


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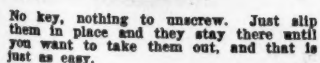
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Brand, M. & Sons, Inc.....	14	Hygrade Food Products Corporation.	58		
Brecht Corporation, The.....	53				
Brennan Co., The P.....	58				
		Independent Casing Co.....	53	Salzman, M. J. Co., Inc.....	51
Cahn, Fred C.....	14			Sayer & Co., Inc.....	53
California Vegetable Prod. Co.....	14			Schludenburg-T. J. Kurdle Co., Wm..	54
Calahan & Co., A. P.....	46	Jackie, Geo. H.....	55	Schweisheimer & Fellerman.....	53
Columbia Can Co.....	4	Jamison Cold Storage Door Co.....	26	Self-Locking Carton Co.....	12
Columbus Packing Co.....	54	Johns-Manville Corp. ....	26	Sheahan, B. C., Co.....	55
Consolidated Dressed Beef Co.....	58	Jordan, R. E. Co.....	14	Smith, H. P. Paper Co.....	15
Cudahy Packing Co., The.....	53	Jourdan Process Cooker Co.....	10	Smith's Sons Co., John E.... Second Cover	
				Specialty Mfrs. Sales Co.....	6
Danahy Packing Co., The.....	56	Kahn's Sons Co., The E.....	55	Stahl-Meyer, Inc.....	54
Dold Packing Co., Jacob.....	54	Kalamazoo Vegetable Parchment Co.	13	Standard Pressed Steel Co.....	8
Dubuque Steel Products Co.....	10	Kennett-Murray.....	38	Stange, Wm. J.....	10
Dunlevy-Franklin Co.....	56	Korreet Knitting Mfg. Co.....	9	Stevenson Cold Storage Door Co.....	26
Dunning & Boschert Press Co., Inc.	32	Krey Packing Co.....	56	Superior Packing Co.....	54
Durr Packing Co., C. A.....	54			Swift & Company..... Fourth Cover	
		Livezey, John R.....	45		
Early & Moor, Inc.....	53			Visking Corporation .....	7
Everhot Mfg. Co..... First Cover				Vogt & Sons, Inc., F. G.....	54
		McMurray, L. H.....	39		
		March Packing Co., A. H.....	54		
		Mariand Casing Co.....	53	Wepsco Steel Products Co.....	32
		Massachusetts Importing Co.....	53	West Carrollton Parchment Co.....	4
Felin & Co., John J., Inc.....	56	Mayer & Setts Co., H. J.....	8	Williams Patent Crusher & Pulv. Co.	32
French Oil Mill Machinery Co., The.	32	Mono Service Co.....	12	Wilmington Provision Co.....	54
		Morrell & Co., John.....	58	Wohl, P., Inc.....	54



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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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VOLUME 86

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*From January 2 to June 25, 1932, inclusive*

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THE NATIONAL PROVISIONER  
OLD COLONY BUILDING, CHICAGO

# Alphabetical Index to Volume 86

**EXPLANATORY.**—This gives alphabetically the principal articles and items which have appeared the past six months. The features which are published regularly from week to week are for obvious reasons not indexed. The regular features, weekly reviews, etc., referred to are as follows:

Chicago Live Stock Review, Chicago Provision Market, Kansas City Live Stock Review, St. Louis Live Stock Review, Omaha Live Stock Review, Reviews on Provisions and Lard, Oleo and Neutral Lard, Weekly Exports of Provisions, Monthly Exports, Weekly and Monthly Meat Imports, Pork Packing in Principal Cities of the United States, Packinghouse Notes, Stocks of Provisions in Chicago, Kansas City, South Omaha, Milwaukee, South St. Joseph, New York and Liverpool, Market on Hides and Skins, Vegetable Oils and Cans and Meal Markets, Tallow and Stearine Markets, Fertilizer Notes, Refrigeration and Frozen Foods, Internal Revenue Decisions, U. S. Appraisers' Decisions, Patents and Trade Marks, New Incorporations, Answers to Correspondents, Chicago and New York Markets (covering all packinghouse and allied products), Liverpool Markets, and Market Chart Service.

Also the Retail Department, giving news of and selling helps for retail butchers and meat dealers.

## EDITORIAL

### A

Accidents, Worker Education Prevents, p. 21, April 9.

### B

Beef Outlook, Bullish Factor in the, p. 35, May 7.  
Brokerage or Discriminatory Rebate? p. 25, Mar. 5.

### C

Can Meat Learn a Lesson from Sugar? p. 29, Jan. 16.  
Certain Lessons Must Be Learned, p. 29, Jan. 23.  
Corn Hog Ratio Out of Date? Is, p. 21, Mar. 28.  
Cost Cutting May Increase Expense, p. 23, June 18.  
Costs, Guarding Against High Operating, p. 25, April 16.  
Costs Low, Spending Wisely to Keep, p. 25, May 14.  
Costs, Modern Methods Cut Handling, p. 21, April 23.  
Cost Records, More Accurate Data, p. 37, April 2.  
Credit, Government Aid in Restoring, p. 25, Feb. 6.

### D

Distribution, Let's Think About, p. 19, Jan. 30.  
Distribution, Possibilities for Savings in, p. 25, June 11.

### E

Economy With Politics Omitted, p. 19, April 30.  
Export Trade Showing in 1931, p. 19, May 21.

### F

Facts on Meat Will Increase Its Use, p. 27, Jan. 9.

### H

Hog Crop, Helping to Protect the, p. 22, June 23.  
Hogs, More Lean and Less Fat in, p. 23, Mar. 19.  
Home Markets for the Meat Packer, p. 27, Mar. 12.

### I

Is More Intestinal Fortitude Needed? p. 31, June 4.

### L

Lamb Now a Major Meat, p. 21, Jan. 2.

### M

Margarine, Must Stop Throwing Mud at, p. 31, June 4.  
Margarine Problem, Helping Solve the, p. 29, Jan. 23.  
Market Go? Shall We Let Our Big, p. 19, April 30.  
Meat Appetite, America Still Has Good, p. 29, Feb. 13.  
Meat Outlook for Coming Year, p. 25, Mar. 5.  
Meat Packing Keeps an Even Keel, p. 21, Mar. 26.  
Meat Packing Needs More Individualists, p. 25, June 11.  
Merchandising Problems, Some Meat, p. 21, Feb. 27.  
Merchandising, Situation Calls for Sound, p. 21, April 23.

### O

Overhead, They Spend Now to Keep Down, p. 35, May 7.

### P

Package, Competition of the, p. 37, April 2.  
Packers Keep What They Have Won? Will, p. 21, April 23.  
Packer's Outlook Is Good, Why Meat, p. 19, Jan. 30.  
Price Influences, Livestock and Meat, p. 23, June 25.  
Price Thinking, Packers Need Some New, p. 21, April 9.  
Production and Sales Efficiency, p. 23, June 18.

## S

Sales, A Vicious Cycle of Unprofitable, p. 24, April 16.  
Sausages from the Wrong End, Looking at, p. 21, Mar. 26.  
Sausage, Teaching Retailers to Sell, p. 19, May 21.  
Sausage the "Goat," Don't Make, p. 25, May 14.  
Selling Cost, Finding the Why of High, p. 23, Feb. 20.  
Selling Costs Should be Studied, p. 29, Feb. 13.  
Short-Sighted Business Critics, p. 23, Mar. 19.  
Soaking a Prune Doesn't Inflate It, p. 21, Feb. 27.  
Stimulating Business with New Products, p. 19, May 28.  
Still Waiting to Buy the Brooms, p. 29, Jan. 16.  
Stop the "Chiselling", p. 23, Feb. 20.

## T

This Is Meat and That Is Flour, p. 35, May 7.  
Turn Around and Chase the Dog!, p. 19, May 28.

## W

What the Meat Packer Sees Ahead, p. 21, Jan. 2.  
Why Not Produce Hides on Old Basis? p. 27, Jan. 9.  
Why Penalize Food to Raise Revenue? p. 27, Mar. 12.

## GENERAL

### A

Abattoir, An Experimental, p. 21, Jan. 30.  
Accident in 88 Plants, No, p. 22, April 16.  
Accident Prevention, Meat Packing Industry Is Making Progress in, p. 21, June 11.  
Accident Records Improve, p. 27, June 18.  
Accidents, No Packing Plant, p. 49, June 18.  
Accidents, Physical Examination of Workers Reduces Plant, p. 20, March 28.  
Advertising, Prove Value of, p. 22, June 11.  
Agar Adds Meat Lines, p. 50, Jan. 23.  
Air Conditioning in Stores, p. 47, March 26.  
Air Conditioning, Talk, p. 33, Jan. 16.  
Albany Packing on the Air, p. 55, June 4.  
Albany Packing Company Safety Record, p. 22, April 16.  
Albumen Water, Would Lower, p. 35, Feb. 6.  
Ammonia Receivers, p. 24, April 23.  
Anderson Passes on Packer, p. 16, April 30.  
Argentine Meat Co. Report, p. 24, May 14.  
Armour Makes Wage Cut, p. 42, June 11.  
Armour Officers, New, p. 24, April 16.  
Armour Paves Way for Profits, p. 24, Jan. 9.  
Armour Re-Elects Directors, p. 36, Jan. 23.  
Arnold Bros. 64th Birthday, p. 64, April 2.  
A & P Buys at Home, p. 20, April 23.  
A & P Sales Over Billion, p. 20, April 9.  
Austrian Lard Duties, p. 27, Jan. 30.

### B

Bacon, Canadian Style, p. 32, June 4.  
Bacon Color, Holding, p. 28, Jan. 9.  
Bacon Grading, British, p. 23, Jan. 2.  
Bacon, How to Increase Profits on Sliced, p. 17, June 18.  
Bacon in Glass, Sliced, p. 31, Jan. 23.  
Bacon Sales, Increasing, p. 24, April 30.  
"Bacon"? What Is, p. 25, Feb. 20.  
Beef, Canada Brands Quality, p. 40, Feb. 27.  
Beef Dressed Well, Prize, p. 29, March 5.  
Beef, Fancy Branded Easter, p. 20, April 23.  
Beef Fat in Lard, p. 23, Jan. 2.  
Beef Grades, Yearling, p. 44, March 19.  
Beef, Grading Yearling, p. 43, April 9.  
Beef in Demand, Graded, p. 23, April 23.  
Beef Yields, Average, p. 30, Jan. 16.  
Bellies, Freezing, p. 22, Jan. 2.  
Belts, Buying Leather, p. 25, March 19.  
Better Screening Efficiency, p. 27, April 23.  
Billing, Less Bother in, p. 22, June 11.  
Blood Drying Methods, p. 23, Feb. 27.  
Blood from Ammonia, p. 26, May 14.  
Bohach Co., Eden Heads, p. 16, April 30.  
Bohnert, Joseph F., Death of, p. 24, April 23.  
Bologna, Kosher, p. 22, March 20.  
Bones, Utilizing Fresh, p. 25, June 18.  
Boning Veal, Cost of, p. 47, May 14.  
Borne Adds to Plant, p. 43, May 14.  
Box, New Type Freezer, p. 28, Feb. 6.  
Branded Beef Sales, Canada's, p. 21, June 18.  
Branding Smoked Meats, p. 28, March 12.  
Brennan Co., P., Officers, p. 53, Feb. 13.  
Brine, Purifying, p. 29, March 5.  
Britain, Still Duty Free To, p. 24, March 12.  
British Empire Meats, p. 30, June 25.  
British Meat Tariffs, p. 18, Feb. 20.  
Brown, Rogers, Death of, p. 46, June 4.  
Buckham Is Gone, Tom, p. 65, April 2.  
Building Efficiency Into the Meat Plant—Article 8, Reducing Catch Basin Labor Cost, p. 21, Jan. 9.  
Butter Tubs, Standards for, p. 22, Jan. 2.  
By-Products, Storing, p. 25, June 18.  
Calfskin Meeting, Butchers, p. 59, Jan. 9.  
Calfskins, Handling, p. 26, March 5.  
Calves, Dressing Veal, p. 23, April 9.  
Canada's Meat Situation, p. 27, Feb. 13.  
Canned Meat Line Is Shown in Display, Extent and Variety, p. 23, Feb. 20.  
Canned Meat Sales, p. 34, April 2.  
Canners Would Stabilize Industry and Regulate Their Output, p. 15, Jan. 30.  
Canning Exhibits, No, p. 45, June 25.  
Cars, Brine Tank, p. 27, Feb. 20.  
Casey Takes His Base, Jerry, p. 46, March 19.  
Casings, Air in, p. 21, Jan. 30.  
Casings Certificates, Import, p. 30, April 9.  
Casings, Esthonia Taxes, p. 42, March 5.  
Casings from Iraq, p. 26, May 21.  
Casings Markets, German, p. 42, March 5.  
Casings to Spain, Sausage, p. 34, March 28.  
Catch Basin Labor Cost, Reducing—Article 1 Series on "Building Efficiency into the Meat Plant, p. 21, Jan. 9.  
Cellophane Sales Leaders, p. 27, April 23.  
Census in Planning Ahead in Distribution, How Meat Packers Can Use the, p. 14, April 23.  
Chain Bills, New Anti-, p. 26, Jan. 9.  
Chain Goes Into Research, Manufacture and Wholesaling Food, p. 21, March 19.  
Chain Insures Men, p. 22, Feb. 20.  
Chain Makes Record Profit, p. 22, June 25.  
Chain, New Voluntary, p. 36, Jan. 23.  
Chain Store Growth, p. 22, June 18.  
Chain Store Sales Better, p. 22, June 25.  
Chain Stores, Loss Leaders in, p. 52, March 15.  
Chain Stores, New City Taxes, p. 42, June 11.  
Chain Tax, Arizona, p. 22, Feb. 20.  
Chain Tax Bill, New York, p. 26, Feb. 27.  
Chain Tax, Louisiana, p. 42, June 11.  
Chain Tonnage Increases, p. 22, Feb. 20.  
Chain Warehouse, Voluntary, p. 36, Jan. 23.  
Chains Increase, Voluntary, p. 38, June 4.  
Chains Organize, Illinois, p. 28, Feb. 13.  
Chains Used Nationally Advertised Products as "Loss Leaders," p. 24, Feb. 6.  
Chill in Casings, p. 22, April 23.  
Chill Fresh Meats, Why, p. 22, April 9.  
Chilling Hogs, p. 31, Jan. 16.  
Clark "Sir James" Gone, p. 38, May 21.  
Cold Carbonic in Field, p. 23, April 30.  
Cold Storage Capacity, p. 23, April 30.  
Cold Storage Warehouse in Meat Packing Industry, Place of Public, p. 15, April 9.  
Color, Getting Good, p. 26, Feb. 6.  
Combustion Indicator, p. 31, March 19.  
Commission Rates, Lower Livestock, p. 32, May 25.  
Compound, Sesame Oil in, p. 26, March 5.  
Compressor Care, Ammonia, p. 27, June 25.  
Compressor, Lubricating the, p. 28, June 25.  
Condenser Water, p. 27, June 18.  
Containers Cut Costs and Reduce Damage to Product, How Fiber Shipping, p. 45, April 2.  
Containers with Wired Liners, Even Temperatures in Shipping, p. 24, June 4.  
Conveying Opens Way to Cut Costs in Sausage Room, Mechanical, p. 17, April 30.  
Cooler Conditions, Good, p. 33, Feb. 13.  
Cooler Details, Good, p. 24, March 19.  
Coolers, Drying, Wet, p. 29, June 25.  
Cooling Costs, Plant, p. 24, Jan. 2.  
"Corn and Hog Surplus of the Corn Belt" by Alonzo E. Taylor, p. 21, March 12.  
Corrosion, Reducing, p. 29, May 14.  
Cost Methods Are Necessary to Effective Packer Merchandising, Accurate, p. 17, Feb. 20.  
Costa Rican Tariff Up, p. 21, June 18.  
Costs, How to Figure, p. 23, March 26.  
Costs, Pork Packer Can't Build a Sound Price List Unless He Knows Basic, p. 15, Feb. 20.  
CO<sub>2</sub> Makers Merge, p. 24, April 23.  
CO<sub>2</sub>, New Method of Using, p. 44, Jan. 9.  
Cotton Oil, Better Markets for Beef Fats and, p. 15, May 28.  
Cottonseed Freight Rates, p. 42, Jan. 16.  
Cottonseed Freight Rates, p. 34, June 25.  
Cottonseed, Gasoline from, p. 28, May 21.  
Cottonseed Grades, Standard, p. 34, June 11.

Cottonseed Meal for Fertilizer, p. 36, Mar. 19.  
Cottonseed Products Book, p. 30, April 30.  
Cottonseed Rule Amended, p. 36, Feb. 20.  
Cracklings, Cooking, p. 31, Jan. 23.  
Credit Methods and Failures, p. 47, Feb. 27.  
Credits on Weekly Basis, p. 27, Feb. 27.  
Cudahy Dividends, Final, p. 62, April 2.  
Cudahy Honors Executives, p. 52, Jan. 18.  
Cudahy Meats Situation, p. 38, June 4.  
Cudahy Offers 4-H Prizes, p. 42, Feb. 27.  
Cudahy Offices Are Moved, p. 42, April 23.  
Cudahy Offices Will Move, p. 52, Feb. 13.  
Cured, Meats Not Fully, p. 27, May 14.  
Curing Pickle, Keeping, p. 21, May 28.  
Curing Pork Loin, p. 26, March 5.  
Curing, Sugar in, p. 26, Feb. 6.  
Curing Vats, Mold on, p. 37, May 7.

## D

Danish Hog Regulations, New, p. 40, Jan. 30.  
Danish Strike, Settle, p. 43, May 14.  
Dealer from Which He May Profit, Lessons Learned by Meat, p. 46, Jan. 2.  
Dealer Group on Quality and Service Basis, Packer Operates a, p. 21, June 25.  
Decree Rehearing, Packers Resent Guilt Charge in Asking for, p. 15, May 21.  
Dehydration Loss, Reducing, p. 25, April 9.  
Directs Receipts, Packers', p. 41, Feb. 20.  
Dold Financial Statement, p. 28, Jan. 23.  
Dominion Stores Sales Up, p. 25, Feb. 13.  
Donohue, D. J., Climbs to the Top, p. 52, Jan. 16.  
Dry Ice Name, Use of, p. 39, May 7.  
Dry Ice Rehearing Denied, p. 22, May 28.  
Dry Salt Meat Rule, New, p. 47, June 4.  
Drying Salami, p. 21, April 30.  
Durham, E. M., Death of, p. 40, March 5.  
Duryea, Richard Hyer, Jr., Death of, p. 39, May 28.  
Dutch Form Meat Group, p. 30, May 7.

## E

Eastern Packers Meet, p. 28, Feb. 13.  
Eggs in Cold Storage, p. 26, June 11.  
Eggs in Storage, p. 26, April 16.  
Elk Thirty-Five Years on the Job, p. 53, Feb. 13.  
Electric Prol Poles, p. 23, Jan. 2.  
Exhibit, Livestock and Meat, p. 38, May 21.

## F

Fans, Propeller Type, p. 27, April 9.  
Fat Exports to Mexico, p. 37, March 12.  
Fat vs. Thin Animals, p. 22, April 9.  
Fats and Oils Statistics, p. 36, Feb. 20.  
Fats, Competitive Factors Affecting Beef, p. 27, June 4.  
Feed Necessary, Amount of, p. 26, Jan. 9.  
Fertilizer Committee Merge, p. 33, June 25.  
Fisk Profits Up 20 P. C., p. 22, Feb. 20.  
Flies in the Meat Plant, p. 20, May 28.  
Floors, Durable Concrete, p. 27, April 23.  
Floods, Henry, Sr., Death of, p. 46, Feb. 20.  
Food Prices 10 Per Cent Less, p. 43, May 21.  
Food Store, All of the Departments Must Be Operated Efficiently in General, p. 56, Jan. 9.  
Forst Plant, Jacob, p. 13, May 21.  
Foster Takes A Bride, Robert T., p. 64, April 2.  
Francis, Clarence, to the Top, p. 59, Jan. 9.  
Frankfurts from Fish, p. 21, May 28.  
Frankfurts, Kosher, p. 24, Feb. 20.  
Freeze Peas, Will Quick, p. 28, June 25.  
Freezer Accumulation, p. 21, April 30.  
Freezer, Double-Purpose, p. 31, Jan. 23.  
Freezer, Portable Quick, p. 31, Jan. 23.  
Freezing Carcasses, Quick, p. 34, Feb. 13.  
Freezing Equipment, Quick, p. 32, Jan. 23.  
Freezing Fruit Juices, p. 33, Jan. 16.  
Freezing, Lecture on Quick, p. 23, Jan. 30.  
Freezing Meat Tests, Quick, p. 33, Jan. 16.  
Freezing Methods, New Quick, p. 29, March 5.  
Freezing Will Eliminate Much Loss, Development of Quick, p. 24, Feb. 20.  
French Specialize in Sausage and They Insist on Quality, p. 17, May 21.  
Frozen Berry Quality, p. 27, Feb. 20.  
Frozen Fish Production, p. 22, April 23.  
Frozen Foods Development, p. 27, June 18.  
Frozen Foods in Southwest, p. 32, June 18.  
Frozen Foods, Packages for, p. 27, March 19.  
Frozen Foods, Research in, p. 25, May 21.  
Frozen Foods, Shipping, p. 27, June 26.  
Frozen Food Studies, p. 28, June 18.  
Frozen Fruit, Botulinus and, p. 29, Feb. 6.  
Frozen Ice Cream, Quick, p. 22, Jan. 30.  
Frozen Meats, Distributing, p. 39, May 7.  
Frozen Poultry, To Market, p. 22, May 28.  
Frozen Foods, Expands, p. 35, May 14.  
Frozen Foods, Ice and, p. 29, April 16.  
Frozen Food Production, p. 29, June 11.  
Frozen Foods Wins Suit, p. 52, March 19; p. 29, April 16.

## G

Geomotors, Use of, p. 31, Feb. 13.  
Gelatin in Head Cheese, p. 26, June 11.  
Gelatin Production, Edible, p. 23, March 12.  
General Food Expands, p. 25, Jan. 9.  
German Meat Product Export, p. 22, March 5.  
German Meat Trade Control, p. 46, Jan. 2.  
German Eat Less Meat, p. 18, Feb. 20.  
Glass If Given, p. 33, April 2.  
Buy Meat Products, Opportunity, Consumers Will Give, p. 33, April 2.  
Glidden Earnings in 1931, p. 42, Jan. 16.  
Glue in 1931, Hide and Bone, p. 40, Feb. 27.  
Goebel Shows Improved Year, p. 20, Jan. 2.  
Graded Beef in Canada, p. 29, May 14.  
Graded Beef in Hotel Trade, p. 30, May 7.  
Graded Beef Popular, p. 20, March 5.  
Grading, Benefits of Lamb, p. 32, June 18.

Greek Fat Import Duties, p. 42, Jan. 16.  
Guatemala Lard Imports, p. 31, Feb. 27.

## H

Hair, New Type Insulation Made from Hog, p. 21, April 16.  
Hair, Ruling Against Hog, p. 28, April 23.  
Ham Container, Simplified, p. 41, May 7.  
Ham Cooking Shrink to Less Than 10 Per Cent, Packer Cuts, p. 23, May 14.  
Ham Imports, Forbid Swiss, p. 18, Jan. 30.  
Ham, Making Barbecue, p. 26, Feb. 6.  
Ham Sales for Easter, p. 52, March 12.  
Ham Sales, Pushing, p. 59, June 4.  
Ham Sawing Accuracy, Aids, p. 27, May 14.  
Ham Thirty Years Old Is Still in Edible Condition, Smithfield, p. 21, June 18.  
Ham? What Is a "Fancy", p. 27, Feb. 6; p. 23, April 23.  
Hams, Bone Sour in, p. 25, March 19.  
Hams, Branding, p. 21, April 30.  
Hams, Country Cured, p. 30, Feb. 13.  
Hams Drip Blood, When, p. 38, April 2.  
Hams, Finish and Bake, p. 32, June 4.  
Hams in Jackets Is Another Way to Lower Cost and Improve Quality, Cooking, p. 23, Feb. 13.  
Hams, Making Fancy, p. 20, May 21.  
Hams, Smithfield Type, p. 38, April 2.  
Hams, To Make Success, p. 39, April 2.  
Hams, Twine for Boned, p. 31, Jan. 23.  
Hams, Virginia Style, p. 20, Jan. 30.  
Harris, John F., Honored by Oil Chemists, p. 43, June 11.  
Hats 10 to the Past—Costs Off for the Future, p. 23, Jan. 16.  
Hide Contract, New, p. 41, April 16.  
Hide Controversy Settled, p. 28, Feb. 13.  
Hide Takeoff, Better, p. 44, Feb. 6; p. 24, June 18.  
Hide Takeoff, Urge Better, p. 33, June 4.  
Hide Trim and Grading, p. 24, June 25.  
Hide Trim, Small Packer, p. 30, Feb. 13.  
Hides, Trading in Bull, p. 44, Mar. 19.  
Hoffman, F. W., Climbs to the Top, p. 52, Jan. 16.  
Hoffman's 20th Anniversary, p. 53, Jan. 16.  
Hog Cutting Test How to Figure, p. 15, Feb. 27.  
Hog Future Trading, Drop, p. 58, May 7.  
Hog Lean Is Worth More Than Hog Fat, p. 21, Mar. 12.  
Hogs, Drenching, p. 26, Jan. 9.  
Hogs Dropped Automatically, p. 21, May 28.  
Hogs in Germany, Fewer, 46, March 5.  
Hogs, More Danish, p. 48, March 5.  
Horned Growth, Forty Years of, p. 50, Jan. 23.  
Horned Quarterly Dividend, p. 22, Feb. 20.  
Hunter Packing Co., Name Changed to, p. 46, Feb. 6.  
Hygrade Reduces Loss, p. 28, Jan. 23.

## I

Ice Tank for Meat, Using, p. 29, Jan. 9.  
Income Tax Deduction, p. 40, Jan. 2.  
Institute Committees Act for the Industry, Packer, p. 18, April 23.  
Institute Course Graduates, p. 22, April 16.  
Institute of American Meat Packers, What This Organization Is and What It Does, p. 23, Mar. 12.  
Instrument Makers Merge, p. 31, March 19.  
Insulation, Truck Body, p. 27, Mar. 19.  
Irish Bacon Duties, p. 44, Feb. 6.  
Irish Bacon Duty, New, p. 24, Jan. 30.  
Irish Bacon Tariff, p. 42, Feb. 27.

## J

Jamison Takes Victor Sales, p. 24, April 23.

## K

Kilborn, George W., Death of, p. 46, Feb. 20.  
Kill, Twelve-Month Federal, p. 24, Jan. 30.  
Killing Hogs Less Often, p. 33, June 4.  
Kingsan Sales Conference, p. 43, Mar. 26.  
Knives, Hazard in Whetting, p. 27, Mar. 5.  
Knocking Hammer of Improved Design, Cattle, p. 31, Feb. 13.  
Kohn Buys Leather Co., p. 40, Jan. 30.  
Kroger Expands in East, p. 24, Feb. 6.  
Kroger Meat Sales, Heads, p. 20, June 25.  
Kroger Pushes Piggly Wiggly, p. 20, April 23.  
Kuhner, Gottlieb C., Death of, p. 42, Feb. 27.

## L

Laboratory Service, Packer, p. 27, Feb. 6.  
Lamb Chops May Be a Good Seller, English, p. 42, May 28.  
Lamb, Pricing Loin of, p. 42, May 28.  
Lamb Scouts in New Field, p. 26, Feb. 27.  
Lamb Store, Putting Over, p. 27, Jan. 23.  
Lamb Trade 40% in Four Months, Right Kind of Meat Campaign Increases, p. 21, Mar. 5.  
Lard, British Tariff and, p. 38, Feb. 13.  
Lard, Cuba Taxes All, p. 49, Mar. 5.  
Lard Duty, Trinidad, p. 27, May 28.  
Lard for Ecuador, Rules for, p. 32, April 30.  
Lard, Hardening Oily, p. 22, April 23.  
Lard Imports Up, Czech, p. 18, Jan. 30.  
Lard Packages, Filling, p. 25, June 25.  
Lard, Packers Protest Against Use of White Grease in Dutch, p. 22, May 14.  
Lard Tariff, Cuba Increases, p. 47, Mar. 19.  
Lard to Germany, Bulgarian, p. 25, Feb. 20.  
Lard Trouble, Kettle, p. 23, April 9.  
Leather Finances, National, p. 43, Mar. 26.  
LeClerc, John B., Sr., Death of, p. 32, Feb. 27.  
Legg Climbs on Quality, p. 53, Jan. 16.  
Lever Bros. Show Profit, p. 24, May 14.  
Libby Volume Holds Up, p. 20, April 9.  
Lime for Plant Waste, p. 25, Mar. 19.  
Link-Belt on Coast, p. 31, Mar. 19.  
Link-Belt President, New, p. 27, April 9.  
Live Costs, Figuring, p. 22, Jan. 2.  
Live Stock Advisers Meet, p. 43, April 9.

Live Stock and Meat, Promote, p. 42, April 9.  
Live Stock Cars, Bedding, p. 23, Jan. 30.  
Live Stock Cars, Private, p. 42, Jan. 2.  
Live Stock Lead Farm Prices, p. 42, June 25.  
Live Stock on Farms, More, p. 39, Jan. 30.  
Live Stock Producers Favor Wider Meat Distribution, p. 21, Feb. 6.  
Live Stock Rates to Calif., p. 26, Jan. 23.  
Live Stock, Shrink in, p. 42, June 25.  
Loaf May Be "Best Seller" When Vegetables Are Added, Meat, p. 25, Mar. 12.  
Loaf, Meat-Vegetable, p. 21, May 21.  
Loaf with Vegetables Proves That Quality Outsell Price, Meat, p. 23, April 16.

## M

MacDowell, Charles H., Armour Veteran Retires, p. 51, Jan. 23.  
Margarine Bill, Kentucky, p. 36, Feb. 6.  
Margarine Bill not Approved, Miss., p. 36, June 25.  
Margarine Bill Passes House, La., p. 36, June 25.  
Margarine Decree, French, p. 38, Mar. 12.  
Margarine Law, Wisconsin, p. 42, Jan. 9.  
Margarine Law, Would Amend, p. 42, Jan. 16.  
Margarine Makers Elect, p. 46, June 4.  
Margarine, Square Deal for, p. 32, April 9.  
Margarine Tax, Belgium, p. 51, June 25.  
Margarine Tax Change, Book, p. 39, April 30.  
Margarine Tax, Oklahoma, p. 32, Mar. 26.  
Margarine Tax, Ten Per Cent, p. 32, Feb. 27.  
Margarine Tax, Test Oklahoma, p. 37, June 25.  
Margarine Tax Yield, Small, p. 34, June 18.  
Margarine Trade, German, p. 40, Mar. 5.  
Margarine, Truth About the Wholesomeness and Food Value of, p. 19, Mar. 26.  
Margarine Use, Prohibits, p. 46, June 4.  
Margarine, Vitamins in, p. 37, June 25.  
Marriott, C. G., Climbs to the Top, p. 52, Jan. 16.  
Martinez Packing Co., New Plant for, p. 22, June 11.  
Mayer Profits Up, Oscar, p. 24, Mar. 5.  
Mayonnaise Production Up, p. 36, June 25.  
McAleese Is Pittsburgh Head, p. 26, Feb. 27.  
Meat and Live Stock Industry, Most Dependable Business Index Is, p. 19, Feb. 27.  
Meat Before Consuming Public, Keeps the Good Qualities of, p. 18, April 9.  
Meat, Book on Science of, p. 46, Mar. 19.  
Meat Campaign Increases Lamb Trade 40% in Four Months, Right Kind of, p. 21, Mar. 5.  
Meat Campaign Results, p. 26, Feb. 27.  
Meat Campaign Results in Big Jump in Meat Sales, Pacific, p. 25, Feb. 13.  
Meat Chain in Chicago, New, p. 42, April 30.  
Meat Competition, World, p. 20, June 18.  
Meat Consumption Greater in 1931, p. 19, Jan. 2.  
Meat Cutting, Course in, p. 57, Jan. 16.  
Meat Dealers Form Voluntary Chain to Sell Other Foods, p. 20, May 7.  
Meat Dealers Plan Cooperative Selling Campaigns, New York, p. 60, April 2.  
Meat Facts, If the Consumer Is Not Informed? What Good Are, p. 25, Mar. 12.  
Meat? How Do You Sell, p. 46, June 18.  
Meat Industry Advisers, p. 43, Mar. 5.  
Meat Leaf May Be "Best Seller" When Vegetables Are Added, p. 25, Mar. 12.  
Meat Leaf With Vegetables Proves That Quality Outsell Price, p. 23, April 16.  
Meat-Minded, Public Growth, p. 49, Mar. 26.  
Meat Packer Views His Wide Field of Operations, How the, p. 21, Feb. 20.  
Meat Packing and Its Trade Association, p. 23, Mar. 12.  
Meat Packing Continues to Hold Leading Place Among the Nation's Industries, p. 17, Jan. 30.  
Meat Packing in Recent Years, Growth of, p. 16, Jan. 30.  
Meat Packing Industry Surveys the Situation and Takes a Look Ahead, p. 15, Jan. 2.  
Meat Price Declines, Live Stock and, p. 22, Feb. 6.  
Meat Price Facts, Distorted, p. 59, Feb. 6.  
Meat Sales, Appeal to Help, p. 57, Jan. 16.  
Meat Shop, Tact in the, p. 50, Feb. 20.  
Meat Statistics for 1931, p. 24, Mar. 12.  
Meat Store on Wheels, p. 68, April 2.  
Meat, Teach Women About, p. 59, Jan. 9.  
Meat Through Trade Cooperation, Selling a City on Value of, p. 15, May 21.  
Meat Trade Volume, Packer Uses Menu Ideas to Help Build, p. 26, Feb. 13.  
Meatless Days in Greece, p. 20, Mar. 5.  
Meatless Have New Service, p. 52, April 30.  
Memphis Packing Celebrates, p. 26, June 4.  
Merchandising and Better Lard Methods, Packers Talk Better, p. 16, May 21.  
Merkel Passes on, William, p. 48, April 25.  
Meters Measure Costs in the Packinghouse, p. 17, June 25.  
Mickelberry Earnings, p. 42, Jan. 30.  
Mickelberry Goes Ahead, p. 40, Mar. 12.  
Mickelberry 1931 Earnings, p. 20, Jan. 2.  
Miller & Hart Finances, p. 28, Jan. 23.  
Monel in Refrigeration, p. 39, May 7.  
Morrell Adds to Iowa Plant, p. 16, Jan. 30.  
Morrell in Strong Position, p. 20, Jan. 2.  
Morrison, William G., Dies, p. 53, Jan. 9.  
Mueller, Death of William G., p. 52, Feb. 13.  
Murray, L. H., Heads Stock Buying Firm, p. 46, Mar. 19.

## N

Netherlands Import Quotas, p. 18, Jan. 30.  
Netherlands Meat Duties, p. 35, Feb. 27.  
Netherlands Meat Duties Up, p. 24, Jan. 30.  
Neuhoff Sons in Texas, p. 46, Mar. 19.  
Neuhoff Plans New Abattoir, p. 53, Feb. 6.  
Nitrite in Curing Meats, p. 21, May 21.

## O

Oil Chemists Convention, p. 28, May 28.  
Oil Cost, Will Study Whale, p. 46, June 4.  
Oil, Graphite in Cotton, p. 23, Feb. 27.  
Oil Mill Sales, Cotton, p. 36, June 25.

Oil, Refining Cotton, p. 30, Jan. 16.  
Oil Screening, p. 31, Feb. 13.  
Oil Tariff Bill, p. 42, Jan. 9.  
Oil Tariff, For Philippine, p. 36, Feb. 20.  
Oil Tariff Policy, German, p. 34, June 25.  
Oiler, The Bottle, p. 23, Mar. 26.  
Olla, Cuban Duty on, p. 32, Mar. 26.  
Olla, Marine Animal, p. 34, June 18.  
Olla, Russian Vegetable, p. 36, Mar. 19.  
Oiled Industry, British, p. 36, Mar. 19.  
Oleomargarine, Unfair to, p. 32, April 23.

## P

Package Design Is Aiding Packer To Do Better Selling Job, Individualized, p. 13, April 30.  
Package Ideas, Packers Get, p. 24, Mar. 12.  
Package to Build Good Will for Meat Products, Using the, p. 23, June 11.  
Packaged Foods, World Date, p. 28, Feb. 6.  
Packaged Meats, Mold in, p. 58, April 2.  
Packages With Sales Appeal Don't Just Happen—They're Designed, p. 30, April 2.  
Packaging Equipment That Pays for Itself Is Not an Expense, p. 40, April 2.  
Packaging Exposition, Third, p. 32, April 2.  
Packaging in the Distribution of Meats and Meat Products, Influence of, p. 29, April 2.  
Packaging of Pork Butts Lengthens Their Selling Season, New Idea in the, p. 35, April 2.  
Packer Decree, Argue, p. 46, March 19.  
Packer Landscapes His Plant, p. 42, April 9.  
Packer Uses Retail Market As Merchandising Laboratory, p. 19, April 9.  
Packers Consent Decree Decision, p. 31, May 7.  
Packers Denied Consent Decree Rehearing, p. 18, May 28.  
Packers Granted Year to Dispose of Allied Lines, p. 20, June 25.  
Packers Talk Better Merchandising, Regional Meetings of Meat, p. 38, April 2.  
Paint for the Meat Plant, p. 33, June 4.  
Painting Water Towers, p. 29, March 12.  
Panama Meat Duties Up, p. 24, Jan. 30.  
Paulson, William, Is Dead, p. 13, April 30.  
Personnel Work, Confer on, p. 46, Feb. 6.  
Pig Tails—Anything, p. 46, April 16.  
Pork Is Eaten, More, p. 32, April 2.  
Pork Market, World Hog and, p. 23, April 16.  
Pork Outlook, World, p. 48, Feb. 27.  
Pork Practice, Modern, p. 26, May 14.  
Pork, Rules for Uncooked, p. 28, Jan. 9; p. 30, Jan. 23; p. 26, Feb. 6; p. 26, Mar. 5.  
Pork Tongue Loaf, p. 29, Mar. 12.  
Price Cards, Illustrated, p. 27, Mar. 26.  
Price Lists and Then Sticking to Them, Building the Right Kind of, p. 15, Mar. 26.  
Price Lists? Why Do Meat Packers Print, p. 19, Feb. 6.  
Prices, Packer C Would not Let His Men Shade, p. 19, April 16.  
Prices—See Him Grow, This Packer Never Has Let His Salesmen Shade, p. 25, June 4.  
Prices to Keep the Plant Going, Cutting, p. 10, May 14.  
Prices, Packinghouse Idea, p. 27, Feb. 6.  
P & G in England, p. 46, June 4.  
Produce Exchange Elects, p. 53, Jan. 9.  
Production Costs, p. 29, Jan. 9.  
Profit Makers, 1931, p. 19, Jan. 2.  
Provision Trading, Cash, p. 32, April 30.  
Pumping Water in the Meat Packing Plant, p. 17, April 23.

## R

Rabbits Are French Venison, p. 47, Jan. 2.  
Rates, Fresh Meat Freight, p. 47, June 4.  
Rates, Inland Export, p. 47, June 4.  
Rates, Roads Ask Higher, p. 47, June 4.  
Rath Adds Plant Food Line, p. 20, May 14.  
Refrigerant in Trucks, Use of CO<sub>2</sub> as a, p. 27, Feb. 6.  
Refrigerated Showcase, p. 56, Feb. 13.  
Refrigerated Trucks, p. 22, Jan. 30.  
Refrigerating Plant Defects, Correcting, p. 29, Mar. 5.  
Refrigerating System, Purging the, p. 22, May 28.  
Refrigeration Batters Meat, p. 55, Mar. 5.  
Refrigeration Control, p. 31, Mar. 12.  
Refrigeration, How to Save Money in Plant, p. 27, May 7.  
Refrigeration in Cuba, p. 27, Feb. 20.  
Refrigeration Power Losses, p. 22, April 30.  
Refrigeration Safety, p. 33, Jan. 10.  
Refrigeration System, Check up the Plant, p. 17, Mar. 28.  
Refrigeration, Vacuum, p. 23, April 30.  
Refrigerator Car Efficiency, p. 47, April 2.  
Refrigerator Car, New Type, p. 27, April 23.  
Rendering Methods and Equipment Must Show Savings, p. 26, Jan. 16.  
Retail a Business, Building, p. 46, April 23.  
Retail Customers, Important Factor in Winning and Holding, p. 58, June 4.  
Retail Cuts Move Slowly, When, p. 56, Jan. 16.  
Retail Dealer Must Watch What Others Are Doing, p. 46, Mar. 26.  
Retail Food Prices Lower, p. 55, Mar. 5.

Retail Meat Selling, Creative, p. 48, June 25.  
Retail Practice, Good, p. 46, June 11.  
Retail Prices, Figuring, p. 46, Jan. 30.  
Retail Selling, Better, p. 46, May 14.  
Retailer Can Help Customer Save, How, p. 60, May 7.  
Retailer Customers, Aids, p. 59, Jan. 9.  
Retailer Must Watch and Learn, p. 50, Feb. 6.  
Retailer Should Make Cutting Tests, p. 54, Mar. 5.  
Retailer Who Pushes These Meats, Opportunities for the, p. 42, April 30.  
Retailer's Advertising Is Different, English Meat, p. 46, Feb. 27.  
Retailers, Census of Small Slaughtering and Kill by, p. 24, May 28.  
Retailers Convention, Illinois Meat, p. 49, June 25.  
Retailers, Giving Aid to, p. 41, Mar. 12.  
Retailers, Helping, p. 37, Jan. 16.  
Retailers, Posters for, p. 47, April 9.  
Retailers Push Those Products They Are Sold On, p. 27, Feb. 27.  
Retailers Stage Food Show, p. 51, Mar. 19.  
Retailers Want Self-Governing Meat Body Financed by Fee on Meat Sales, p. 42, May 21.  
Rud A. W. Climbs to the Top, p. 53, Jan. 16.  
Russia Need Not Be Feared as a Factor in World Meat Trade, p. 22, Mar. 5.  
Russian Meat Canneries, New, p. 40, Jan. 2.

## S

Safety at Decker's, Plant, p. 27, May 14.  
Safety Awards, Packer, p. 18, Feb. 27.  
Safety Awards, Plants Win, p. 21, Mar. 19.  
Safety Awards, Twenty Meat Packing Plants Win Institute, p. 24, Feb. 13.  
Safety Campaign Succeeds, p. 18, May 21.  
Safety Refrigeration Grows, p. 24, April 23.  
Safety Work, Awards for, p. 21, Jan. 30.  
Salami, Making Dry, p. 22, Feb. 27.  
Sales Aid for Packer, p. 26, Feb. 13.  
Sales and Delivery Costs on Small Items Are High, Packers, p. 18, April 9.  
Sales Effort, Maximum, p. 27, Mar. 26.  
Sales Ideas, Getting New, p. 39, June 4.  
Sales Insurance, p. 25, April 30.  
Sales Tax on Meat, Oppose, p. 22, Mar. 5.  
Sales Tax, Sausage and Meat Specialties to Pay 24, p. C., p. 23, Mar. 12.  
Sales, Work Incentive in, p. 39, June 4.  
Salesman All the Time, A, p. 27, Mar. 26.  
Salesman Has So Much To Do, p. 31, May 21.  
Salesman Tells of Good Stunt to Increase Retail Sales, p. 30, May 21.  
Salesman, Training Driving, p. 31, Feb. 13.  
Salesman's Task When New Pricing Policies Are Adopted, p. 24, April 30.  
Salesmen "COMPANY CONSCIOUS?" Are Your, p. 20, May 14.  
Salt Expert in Ohio Team, p. 31, Mar. 19.  
Salt in Curing, p. 27, June 11.  
Sausage and Cheese Toast, p. 51, Feb. 6.  
Sausage and They Insist on Quality, French Specialize in, p. 17, May 21.  
Sausage Color, p. 21, May 28.  
Sausage, Corned Beef, p. 27, April 16.  
Sausage, Country Style, p. 30, Jan. 16.  
Sausage Discoloration, p. 25, June 25.  
Sausage, Fifty Years of, p. 53, Jan. 9.  
Sausage, French Liver, p. 22, April 9.  
Sausage Gets Quality Label Under Michigan Law, Good, p. 28, June 4.  
Sausage, Green Spots on, p. 27, Mar. 5.  
Sausage Grinder Plates, New Type, p. 50, April 2.  
Sausage Insures Its Identification, New Branding Method for, p. 17, April 9.  
Sausage Makers Are Wise Enough to See Dough in Sausage Doughnut, Some, p. 13, May 28.  
Sausage, Making Good, p. 26, June 11.  
Sausage Meats, Kosher, p. 30, Jan. 23.  
Sausage, Mold in, p. 20, Jan. 30.  
Sausage, Ohio Prohibits Use of Color and Limits Cereal in, p. 19, Feb. 27.  
Sausage on Map, Quality Product in Right Kind of Package Puts Bulk Pork, p. 13, Jan. 30.  
Sausage Plant, Equip Modern, p. 23, June 11.  
Sausage Room Cooling, p. 26, May 24.  
Sausage Sells Better When It Is Put Up in a Distinctive Package, Linked Pork, p. 17, Mar. 19.  
Sausage Volume Has Held Up as Price Cutters Lost, p. 23, June 4.  
Schmidt, Death of Gustav, p. 48, Mar. 12.  
Schneider Killed, George, p. 52, Feb. 13.  
Science as It Applies to the Meat Industry, Progress in, p. 24, Jan. 16.  
Selling, More Efficient, p. 28, Jan. 30.  
Selling, Profitable, p. 29, June 18.  
Selling, Train Men in, p. 28, Jan. 9.  
Shepard, Guy C., Retires, p. 52, Jan. 9.  
Shortening, Deodorize, p. 37, May 7.  
Shortening, How to Use, p. 42, Jan. 16.  
Skina, Drawback on Imported, p. 24, May 14.  
Slaughtering and Kill by Retailers, Census of Small, p. 24, May 28.  
Smoked Meat Tests Show Packers Need to Know More About Cost Figuring, p. 19, June 11.  
Smoked Meats, Holding, p. 31, Feb. 13.  
Smoking Cost Reduced, p. 23, Mar. 26.  
Smoking With Charcoal, p. 51, Mar. 19.  
Soap Industry, German, p. 53, Mar. 19.

Soap Produced and Consumed, p. 35, Feb. 6.  
South American Meat Parley, p. 16, Jan. 30.  
Soy Bean Exports, p. 58, Mar. 12.  
Spice Trade Meets, p. 44, May 21.  
Stahl Meyer Showing, p. 43, Jan. 30.  
Standard Brands Stock, p. 28, Feb. 13.  
Standard Brands to Exhibit, p. 16, April 30.  
Steam, Cleaning and Drying, p. 25, Feb. 20.  
Steam Costs Low, Keeping, p. 19, June 25.  
Stock Yard Holdings, Packer, p. 18, Feb. 27.  
Stock Yards Stock, Trustees for Packer, p. 28, Feb. 13.  
Storage, Reducing Shrink In, p. 35, June 4.  
Store Lighting, Good, p. 50, Mar. 19.  
Store Sales, Increasing, p. 47, Feb. 27.  
Sugar Helps Meat, p. 54, June 4.  
Swedish Duties Raised, p. 46, Feb. 20.  
Swift & Company Head Retires from Active Duty, Veteran, p. 25, Jan. 9.  
Swift, Charles, Heads Board, p. 24, June 11.  
Swift Declares Dividend, p. 38, June 4.  
Swift, Edward F., Death of, p. 30, June 4.  
Swift International Earnings Up, p. 20, Feb. 27.  
Swift International Report, p. 34, May 7.  
Swift Quarterly Dividend, p. 28, Feb. 15.  
Swift States Its Condition, p. 34, May 7.

## T

Tallow Exports, U. S. Beef, p. 27, Jan. 30.  
Tallow, Prime Packers, p. 25, Feb. 20.  
Tallow, Steam from, p. 50, June 25.  
Tallow Support, German, p. 40, Feb. 13.  
Tariffs, Meat Trade and, p. 28, Mar. 26.  
Taxes in Effect, New, p. 24, June 11.  
Temperature Warehouse, Low, p. 27, Feb. 20.  
Temperatures, Car Surface, p. 28, Mar. 19.  
Thuringer Sausage, p. 28, Mar. 19.  
Tin Container for Meat, Building Sales Appeal into the, p. 34, April 2.  
Tongue, Gelatine on, p. 23, Mar. 26.  
Tovrea, Death of E. A., p. 52, Feb. 13.  
Tovrea Officers, New, p. 47, Mar. 19.  
Trade Mark, How to Get Your Name Registered as a, p. 17, Feb. 27.  
Trade Revises Its Code of Business Practice, Grocery, p. 20, Mar. 19.  
Truck Accident Records, Driver Cooperation Is the Key to Low, p. 22, Jan. 23.  
Truck Cooling Unit, Temperature Control a Feature of New, p. 21, Jan. 23.  
Truck Distribution Service Saves Money for Meat Men, Refrigerated, p. 26, Jan. 23.  
Truck Insulation for the Meat Packer's Refrigerated, p. 22, Jan. 23.  
Truck, More Livestock by, p. 26, Jan. 23.  
Truck, New Model High Speed, p. 31, Feb. 6.  
Truck Train Cuts Meat Distribution Costs, Large Capacity, p. 27, Jan. 23.  
Truck Weight, Eastern Packer Uses Modern Methods to Cut, p. 17, May 28.  
Trucks and Their Place in the Meat Packer's Distribution Plan, Motor, p. 19, Jan. 23.  
Trucks and Trailer Designs, Trends in Packer Livestock, p. 19, April 23.  
Trucks for Meat Industry, Development in Mechanically Refrigerated, p. 19, Feb. 20.  
Trucks Well Insulated Are Less Costly to Operate, p. 25, Jan. 23.  
Twine Standard, Another, p. 27, April 23.

## U

United States Cold Storage Co., p. 27, Feb. 20.  
Unloader, Automatic, p. 37, May 7.  
Utah Stock Show, Large, p. 23, Jan. 30.

## V

Veal Loaf, Making, p. 36, May 7.  
Vegetable Olla, German, p. 32, Jan. 2.  
Vinegar for Pickling, p. 22, April 9.  
Virden, Death of Charles E., p. 46, Feb. 6.  
Volume Drops, When, p. 37, Feb. 13.  
Von Brecht, Death of Gus A., p. 50, Mar. 5.

## W

Water Heating Methods, p. 29, Mar. 12.  
Water Safeguards Quality of Meat Products, Palatable, Pure, p. 23, Mar. 5.  
Weighing Errors, To Reduce, p. 51, Feb. 6.  
Weight Recording Scale, New, p. 34, Jan. 9.  
Weisel, Carl, Death of, p. 14, May 28.  
Welding in the Meat Plant, p. 23, Feb. 27.  
Whale Oil Production, p. 38, Mar. 12.  
Wieners, Good Looking, p. 24, Mar. 19.  
Wieners, Making Good, p. 20, April 30.  
Williams Heads Wilson & Co. Operating Dept., p. 42, Jan. 30.  
Wilson Buys Relief Bonds, p. 42, Feb. 27.  
Wilson Clears Way for Future, p. 28, Jan. 16.  
Wilson Offers 4-H Prizes, p. 46, Feb. 6.  
Windows, Attention to, p. 54, Jan. 23.  
Wrappers for Meat, Attractive Designs Feature New Printed, p. 21, May 14.  
Wrappers Now, Education to the Consumer, Meat, p. 46, April 9.



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